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# FOREIGN TRADE

Vol. VI

OTTAWA, OCTOBER 1, 1949

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*Published by Authority of*

Right Hon. C. D. Howe  
Minister of Trade and Commerce

M. W. Mackenzie  
Deputy Minister



# FOREIGN TRADE

OTTAWA, OCTOBER 1, 1949

*Published Weekly by*

FOREIGN TRADE SERVICE

Department of Trade and Commerce

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**COVER SUBJECT**—Coal, from a mine in Alberta, which was the largest producing province in Canada during the twelve months ending last March, with a total of 8,828,000 tons. Nova Scotia was second, with 6,266,000 tons, and the total for Canada was 19,160,000 tons. This represents 38.5 per cent of Canada's coal supply during the period. Coal imports amounted to 30,557,000 tons, of which 24,980,000 tons were United States bituminous, 4,576,000 tons were United States anthracite, and 189,000 tons were British anthracite. Coal production and imports are of particular concern at this time, following devaluation of the Canadian dollar, coal strikes in the United States and the advent of winter weather.

(National Film Board Photo)

Price 10 cents

# Canadian International Trade Fair Next Year Now Being Promoted

*Informational literature and reservation forms being distributed to prospective exhibitors and buyers eight months prior to scheduled opening on May 29, 1950—Applications for 56,000 square feet already received—Displays being confined to Coliseum and Automotive Buildings.*

By Research Division, Canadian International Trade Fair

**E**IGHT months hence, the Canadian International Trade Fair will again open its doors to exhibitors and buyers from many lands, Monday May 29, 1950, having been selected for the inauguration of this commercial event. The promotion of this trade fair throughout the world is now under way, some 300,000 pieces of informational literature and reservation forms being distributed already to prospective exhibitors and business visitors. Even before the commencement of this campaign, applications for the reservation of some 56,000 square feet of display space had been received by the Trade Fair Administration, with offices in Toronto. Sixteen of the twenty-one trade classifications, into which the exhibits will be segregated, are covered by these applications.

Exhibits will be confined next year to the Coliseum and the Automotive building, in the Canadian National Exhibition Park, due to certain structural problems presented by the Electrical Engineering Building, which was also used in 1948 and 1949. The former will contain the main reception facilities, bonded customs warehouse, administrative offices and four large halls for the display of goods. The Automotive Building, fronting on Lake Ontario, will be used for the display of machinery and other industrial equipment.

The Canadian International Trade Fair was designed to promote the foreign trade of Canada, both exports and imports. It has proved successful, but actual "case histories" of successful exhibitors during the last two years have indicated interesting possibilities for the development of domestic trade.

## **Canadian Market is Magnet for Exhibitors**

It is apparent that the Canadian market is the magnet drawing exhibitors to Toronto from other lands, and that Canadian producers can also take advantage of the trade fair to promote the sale of their products in this country. Businessmen from many parts of the world attend the trade fair, fifty-seven countries having been represented last year. As might be expected, Canadian visitors were and will continue to be the largest national group.

One large retail organization in this country arranged for hundreds of its key personnel to visit the trade fair last summer. Their reports were undoubtedly an influential factor in the preparation of purchasing campaigns. Although this was the largest single company representation, known to the authorities, it was not by any means unique, as indicated by the pre-registration system introduced for the convenience of prospective visitors.

The importance of the Canadian International Trade Fair, as viewed by businessmen in other countries, is emphasized by some of the men who visited the fair in their official or semi-official capacities. Trade chiefs of the world's three leading trading nations, Charles Sawyer,





United States Secretary of Commerce, who officially opened the trade fair, the Right Hon. Harold Wilson, President of the British Board of Trade, and the Right Hon. C. D. Howe, Canadian Minister of Trade and Commerce, participated in the various ceremonies. They reflected in their speeches the general belief that this, the first trade fair of an international character to be held in North America, would promote goodwill and stimulate international trade. These leaders were joined by diplomatic and trade representatives of other countries in Canada.

#### **Many Official Visitors Interested in Trade Fair**

The Acting Director of the United States Office of International Trade, George L. Bell, was among the official visitors, together with other senior personnel of the Department of Commerce. They spent some time inspect-



ing the trade fair, its exhibits and method of administration, and again offered their wholehearted support in the promotion of the third trade fair next year. Representatives of the Organization for European Economic Co-operation (OEEC) came to view the products offered by countries participating in the European Recovery Program, and to find out how international trade fairs in North America might contribute to the reconstruction and rehabilitation of such countries.

In discussing the relationship of international trade fairs to the tangled skein of world affairs at this time, Mr. Bell was reported in the June 7, 1949, issue of the "Trade Fair News" as saying: "An unusual situation that will have to be dealt with in maintaining and fostering international trade concerns the web of restrictions, legal and psychological, on the free flow of trade that has entangled the whole world. Such projects as the Canadian International Trade Fair can be of immense value in breaking down these barriers. That is why we are so interested in coming to see it in operation.

Delegations from United States cities visited the trade fair, some of them having under consideration the establishment of similar fairs in their own cities. Canadian municipalities were well represented by representatives of their local chambers of commerce, boards of trade or by municipal officials.

An expert on trade fairs from Great Britain, Charles Truefit, who is organizer of the Daily Mail Ideal Homes Exhibition, broadcast from the trade fair over the CBC International Service, as follows: "I wish you could see, in an exhibition in Britain, the latest Canadian goods which are being shown here. These healthy, vigorous people, who have quickly established themselves in their home market, are now poised, ready to do battle for world trade.

"Buyers over here continuously tell me that great advantage would accrue if more British companies sent out their chief engineers, designers or technical staffs to get close to the problems of these markets. Alternatively, manufacturers might invite Canadian and American advisers to come over to our factories in England to advise and thereby iron out some of the snags which have to be met in foreign markets."

#### **Fifty per cent of Exhibitors this year were Repeaters**

Despite all other considerations, the success or failure of the trade fair rests upon the individual success or failure of the businessmen concerned. In 1949, fifty per cent of the exhibitors were repeaters from the 1948 fair. Aside from the 35,000 square feet reserved by the British engineering group, all advance reservations on hand at this time have been made by firms that exhibited in 1948 or 1949, or both. Some representative comments of participants in the 1949 Canada International Trade Fair are:—

*Exhibitor of machinery, textile, food and sports goods, from Scotland.*—"We are pleased with what we found at the Canadian International Trade Fair. A great deal of interest has been shown and buyer interest has been fairly good. Generally, we consider the fair very much worth while, and expect that we will be back next year with a larger and more far-reaching display."

*Importer of paper, toys and liquor, from El Salvador.*—"Most of the articles in which I was particularly interested I have already been able to purchase. The remainder I shall be able to obtain before I leave. The fair is a great success and very valuable from our point of view. I am sure that El Salvador will benefit by this opportunity for exchange of trade."

*Representative of a Canadian company producing chemicals.*—"Our export division has just recently been formed and our main purpose in exhibiting this year was to make a few contacts which would enable us to appoint agents abroad. We have already lined up representatives in a number of countries and it is apparent that the fair has assisted us to establish export connections. We have already signed up for an exhibit next year."

*Importer of electrical and lighting fixtures, from Cuba.*—"We are handicapped because the various exporters, particularly those represented here by government officials, have come with prices for this market only and are not prepared to quote on foreign trade. It would be a great improvement if a representative of the factory could be present, equipped with the necessary information for all markets. However, even though we cannot make purchases due to this difficulty, we are certainly making contacts which will enable us to obtain the information we require directly from the factories. Consequently, the fair has been of great value to us."

An interesting comment was heard in connection with the difference between products shown at the Canadian trade fair and those displayed at the British Industries Fair, by the same firm. The firm in question apparently has been exporting for years, and has participated in trade fairs the world over. It "aims" certain products at different trade fairs, where a preponderance of customers for that particular line of products is expected. A line that sells in the Canadian or United States market, for instance, is not necessarily expected to impress the United Kingdom, or the Central European market favourably.

#### **Trade Publication Made Survey of Exhibitors**

"Manufacturing and Industrial Engineering" in its issue for July, 1949, carried some interesting comments, gleaned from an exhaustive canvass of machinery exhibitors and buyers. Of those interviewed, it was found that approximately 68 per cent came to see some specific type of machinery or equipment; 32 per cent bought or intended to buy items that they would not otherwise have bought. Impressions of the machinery and industrial equipment section were 92 per cent favourable. Dissatisfied buyers had various complaints, such as not enough exhibits, too much "fair" and not enough "trade".

In answer to the question whether the trade fair was a good method of increasing sales of industrial equipment and machinery from other countries, 84 per cent thought it was. Of those who did not think an increase in sales would result, many mentioned the dollar shortage and tariff walls as deterrents.

Asked whether there was any piece of equipment at the fair that they would like to buy, but which by reason of price, design or some other reason was being passed up, 50 per cent of those interviewed mentioned prohibitive prices most frequently, with design, delivery and replacement of worn or broken parts as other reasons. Of the remainder, 48 per cent were satisfied with the price and design of the articles they were interested in.

The current advertising program for the 1950 trade fair, now under way, is aimed at an estimated 50,000,000 business readers in 75 countries, through some 800 publications, printed in many different languages.

This will be augmented by publicity in the world's press, trade publications, radio, motion pictures, television and the more direct approach of government officials and representatives of private business associations co-operating in this promotion.



Co-operative publicity on the part of service organizations, such as banks and transportation companies, and large export firms, plus "tie-in" publicity on the part of exhibitor firms, all add to the force of the promotion.

All this is designed for the sole purpose of bringing the maximum number of prospective customers to compare merchandise the world has to offer, in a setting that would be out of the question for any single firm to duplicate.

Once at the fair, every service a modern city offers the businessman is provided for his use—stenographers and interpreters, cable and telegraph facilities, guides, messengers, post office, police and fire protection, a daily newspaper which reports happenings at the fair, and carries lists of business visitors and their addresses; consultants from every division of the Canadian Department of Trade and Commerce, banking and foreign exchange facilities, and representatives of trade associations. The opportunity to broadcast overseas from the fair is presented by the CBC International Service.

### **Pre-registration System Assisted Many Firms**

The pre-registration system, used for the first time during the 1949 trade fair, proved popular, particularly with companies wishing to register large numbers of their personnel. It eliminated delays in registration, enabling a businessman merely to announce his name, pick up his catalogue and go about his business. The new Registration Centre, an all-aluminum structure, located equidistant between the buildings, and designed to register 2,000 visitors per hour, eliminated crowding in the Central Reception Area.

The Service Centre, another 1949 innovation, eased things for both exhibitors and trade fair officials. Comprising reputable firms, who co-operate with trade fair authorities in maintaining standard, reasonable rates, along with a high quality of workmanship, it took care of the innumerable problems that always arise in connection with the design, construction, alteration, furnishing or maintenance of exhibitors' booths.

During the 1948 trade fair, the products of 28 countries were on display. This figure was increased to 35 countries in 1949. During the second fair, the trend towards composite exhibits was more apparent, particularly among the British and European firms. Approximately 45 per cent of the space contracts were taken by Canadian exhibitors, followed by England, the United States and Scotland.

### **British Engineering Industry Plans Participation**

Plans for participation at the Canadian International Trade Fair next year are being considered by the engineering industry in the United Kingdom, which has formed an exhibition committee for this purpose. On it are represented the Machine Tool Trades Association, the Gauge and Tool Makers' Association, the Scientific Instrument Manufacturers' Association, the Federation of British Hand Tool Manufacturers, the Portable Electrical Tool Manufacturers' Association, the British Compressed Air Society and the National Federation of Engineers' Tool Manufacturers. The engineering display, which is expected to occupy some 35,000 square feet of stand space, will constitute a major effort on the part of the industry to capture a larger proportion of the Canadian market. Prospective buyers from the United States and other countries, visiting the trade fair in Toronto, will also be enabled to examine products of the British Industry, an additional advantage that should prove particularly attractive to other industries in Canada, Great Britain and other lands.



# Italy Places Repeat Order for Dairy Cattle Bred in Canada

*Ninety-two Holstein-Friesian bred heifers, the first consignment of 250 head, shipped from Montreal this week—Milk yield creates favourable impression among breeders.*

**M**UCH interest has been aroused in Italy in the performance of Canadian dairy cattle received early this year, and a further order for 250 head of Holstein-Friesian bred heifers has recently been placed by breeders in that country. The first shipment was made last Tuesday from Montreal aboard the S.S. *Marchport*, and the remainder will follow at intervals. It is unlikely, however, that the order will be completed until next spring.

Four Canadian Holstein-Friesian bulls, flown from New York to Rome last year, aroused so much interest that an order for 210 head of Holstein-Friesian purebred cattle with production records was subsequently placed in this country. This second order resulted from the reputation established by the first consignment, for milk yields. Due to the long drought in Italy, feeding conditions have been difficult. When more normal weather is experienced, and the food shortage improves, it is expected that the milk yield will be even more encouraging. It is learned that some breeders are so well satisfied with their Canadian cattle that consideration is now being given to the establishment of new cheese factories.

Canada—Eglantiers Emperor Charon, a four-months old bull calf, purchased last year for \$3,600 for shipment to Italy. This one of four Holstein-Friesian bulls, valued at \$15,000, which were flown to Milan for exhibition at the Physiopathological Congress. An order was subsequently placed for 210 head, followed recently by another order for 250 head of Canadian purebred cattle.



# Production of Bauxite in France Last Year Exceeds Output Before War

*Exports have increased steadily since conclusion of hostilities, but still below prewar figures—Provision being made for increasing production of aluminum in France.*

By J. P. C. Gauthier, Assistant Commercial Secretary for Canada

PARIS, August 15, 1949.—France was one of the leading producers of bauxite before the war, her output ranging from 25 to 30 per cent of the aggregate for the British West Indies, Hungary, the United States and Yugoslavia. The output in 1948 was nine per cent higher than in 1938, and exports have increased steadily since the conclusion of hostilities. As the hydro-electric resources of this country are limited, surplus production is made available for export.

## French Production and Exportation of Bauxite

	(In metric tons)	
1936 .....	649,500	304,000
1937 .....	688,200	302,000
1938 .....	682,400	241,600
1939 .....	698,500	330,000
1945 .....	252,468	1,000
1946 .....	471,395	48,505
1947 .....	656,138	75,000
1948 .....	764,030	114,500

Most of the bauxite exported by this country was shipped to Great Britain, which uses the French product exclusively, and to Germany, the United States and Scandinavian countries. Most of these outlets were cut off during the war, which had an adverse effect on the industry in this country.

It is realized that production of bauxite could not be maintained at such high levels if overseas outlets were not assured. The decrease in the proportion of bauxite exports in relation to production is of considerable concern to this industry. However, in view of the fact that 90 per cent of the bauxite ore extracted is aluminum bauxite, it is noteworthy that aluminum production in 1947 was double that of 1938. For this reason, production will be used locally to a fuller extent. Further, the impetus given to hydro-electric development in southeastern France, coupled with plans to increase aluminum production to 150,000 tons by 1950, as compared with 45,000 tons in 1938, will increase the domestic demand for French bauxite.

In view of the extent of the unexploited resources of China and India, the French bauxite industry is aware of the necessity for developing adequate export outlets.

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## Italy Places Order for Canadian Pigs

Canada, as a source of breeding stock for Italy, is further emphasized by receipt of an order for ten Yorkshire pigs. Two boars and eight sows will be shipped in the near future.

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## Venezuela Buys Two Hundred Dairy Cattle

Venezuela has placed an order for two hundred Holstein-Friesian cattle, which were shipped this week from Montreal. This is believed to be the first shipment of livestock made by sea, direct from Canada to Venezuela.



# Industries in Italy are Affected by Power Shortage Due to Drought

*Railways plan to substitute steam for electric locomotives—Largest postwar wheat crop being harvested, rain in April having helped—Housing plan adopted last February—Large influx of tourists and pilgrims expected in Holy Year (1950).*

By A. P. Bissonnet, Assistant Commercial Secretary for Canada

ROME, September 8, 1949.—Electric power production in this country must be drastically curtailed, due to the continued lack of rain after the record winter drought. This will have a material effect on industrial production. Another important factor in the economy of this country of recent date is the decline in Italian exports to the dollar area, which is causing much concern to the government and the ECA Mission. Against these unfavourable aspects may be balanced the largest postwar wheat crop being harvested by Italy, despite the most serious drought conditions in half a century.

After the exceptionally dry winter, when power was rationed, there was a short period of heavy rainfall towards the end of April. This alleviated the power shortage temporarily, and provided the necessary moisture for most of the crops to flourish. However, the rains were followed by another practically rainless period which has continued until time of writing. Consequently, more drastic measures have had to be taken in all but a few parts of the country in the Alpine region. Domestic consumers now have electric current only five days a week, and it is anticipated that steps will be taken shortly to cut further the use of domestic current and eliminate all unnecessary uses of power. Plans are already under way to substitute steam locomotives for the present electrical ones, which haul a high percentage of Italian trains. This grave power shortage has naturally had its effect on industrial production, and has now reached a degree where a black market for power exists in certain industrial areas in the north. The electro-chemical, metal, and mechanical industries have been most directly affected. It is anticipated that the power situation will continue to worsen until the spring of 1950, unless unseasonal rain-falls occur between now and then.

## Wheat Harvest Satisfactory

The food and agricultural situation in Italy, although damaged by a strike of farm workers, as well as by drought, is much improved. The 1949 wheat crop of 6,360,000 metric tons is 12 per cent greater than the 1948 crop. However, harvest forecasts for rice and corn are reduced. This year's rice crop may be about 9 per cent smaller than in 1948, and the corn harvest 1 per cent less than last year. Most affected by drought (and strike) is the forage crop; authorities consider the harvest prospects for this crop are critical. Production of fava (bean) seed for forage is low. Sugar beet production is good and has a high sugar content, and the production of fruit and vegetables is almost normal. It is still too early to forecast the important olive crop, which is not harvested until late November.

On August 1, the rationing of bread came officially to an end, after having been in force for nearly eight years. This was made possible by the good wheat crop and the regular flow of wheat imports at prices

assured by the wheat agreements with various countries. In fact, the wheat supply situation has been so good that Italy was able to lend wheat to France that that country might meet its export commitments. Meanwhile, through the aegis of ECA, genuine efforts are being made to improve agricultural methods, training and organization, with the end in view of increasing crop yields in this country, whose land is inadequate to support its population. It is also thought that, by increased training, more Italian farmers would be acceptable as immigrants by other less populated countries. The counterpart lire fund is being used for many of these projects. The land reform program, adopted by the government early in the year, which involved, among other things, the partial breaking up of large estates, has not yet been put into execution. It is quite probable that this will meet with considerable opposition from powerful and influential factions.

### **Industrial Production Down**

Industrial production rose slightly during the first four months of this year, but at the end of April was only 80 per cent of the 1938 level. Due to the temporarily improved power situation, however, production improved considerably in May to 12 per cent more than the May, 1938, level. While production indices for the last three months are not yet available, it is a recognized fact that production declined markedly. The silk industry, one of Italy's most important, reports that its production has reached the lowest point in years. It is reported that in August only 15 tons of silk were sold as compared with 195 tons a year ago, and this decrease has been continuing for several months. The power shortage accounts almost entirely for the general production decline. Other contributing factors are the decrease in the number of orders received, labour unrest, and general uncertainty and hesitancy, due to the delay in the second year ECA appropriation.

One of the favourable factors which may to some extent stimulate production in some branches of industry is the seven-year Fanfani housing plan, which was adopted last February and is scheduled to get under way soon with the aid of 15 billion lire (about \$26 million) from the counterpart lire fund. The plan calls for the construction of 903,000 rooms and should provide work for thousands of unemployed.

During the past four months, there have been general strikes of farm workers, construction workers, paper-mill workers, metal workers, seamen, and state employees in the Bank of Italy. The strike of the farm workers, which lasted from May 18 to June 25, was undoubtedly the most serious. Both communist and non-communist unions participated and it is estimated to have cost the country about ten million dollars, despite the fact that most harvests do not appear to have suffered. The seamen's strike affected Italy's two major passenger lines and dislocated tourist travel to Italy on these lines for about a month. There is nothing to indicate that Italy's susceptibility to strikes is going to lessen. Employment remained at about the same level, and Italy's unemployed continued to number an estimated two million.

### **Exports to Dollar Area Decline**

Italy's total exports at the end of May, for the year 1949, were about 30 per cent greater than for the same period in 1948. However, Italy's exports to the dollar area have fallen off by over 40 per cent. At the end of May, exports to the United States amounted to \$19 million as compared with \$35 million for the same period in 1948, whereas imports therefrom declined insignificantly. Exports to Canada increased from \$1.8 million to \$2.6 million for the same corresponding periods. Exports to Argentina



were up from \$29 million at the end of May last year to \$71.7 million for the same period this year. Generally, exports to the Latin American countries were up over last year, with the exception of those to Brazil, which decreased from \$10.5 million for the first five months of 1948 to \$7.8 million for the same period in 1949. The decrease in exports to the dollar area is partly due to the falling-off of prices in the United States, and consequent lack of demand for Italian goods, as well as to an inevitable cut-back from the over-stimulated level of 1948. This is naturally causing great concern to Italian and ECA authorities, who fear that Marshall aid in the ensuing year may be drastically cut by Congress beyond preconceived allotments and amount to nothing more than straight relief. On the other hand, there is certain encouragement in the fact that Italy's exports to other than the dollar area countries, and particularly to participating countries, is maintaining its tendency to increase. This is largely due to, and the result of, bilateral compensation agreements which Italy has concluded.

Imports for the first five months of 1949 were up to \$697 million as compared with \$648 million for the same period in 1948. The deficit resulting from the excess of imports over exports amounted to \$228 million at May 31, 1949, as compared with \$288 million at the same time in 1948. This increase in imports does not necessarily indicate an increased ability of the Italian economy to absorb, since that part of the increase is due to large deliveries of coal to replenish diminishing stockpiles.

#### **Preparations Being Made for Tourist Trade in 1950**

A major item in Italy's trade position is the tourist trade. While no official figures are published as yet, it is reported that more than three times as many tourists have come to Italy so far this year than during the same period of 1948. Plans are already under way for the Holy Year, 1950, when it is expected that the influx of tourists and pilgrims will exceed all previous records.

An increased stability and confidence in the internal finances of the country is becoming evident, with continued check on inflation and the availability of materials and products in demand. During the first five months of this year, there has been a decrease in lire note circulation by more than 72 milliards. The Bank of Italy reports a general increase in savings and a decrease in interest rates from 5.4 to 4.5 per cent.

In the international monetary sphere, apart from Italy's serious dollar problem, that of accumulated sterling is causing great concern. There is now a total accumulation of approximately £70 million, including an increase of £30 million in the last four or five months.

The price declines and decreased domestic demand in other countries is apparent from the Italian wholesale price index, which had decreased 7 per cent at the end of May from the level at the end of 1948. However, Italian consumers have not yet benefited from this because, at the end of May, the cost-of-living index was higher than at the beginning of the year. Statistics are not yet available to show the trend in more recent months.

It is difficult to be optimistic about the prospect for the Italian economy during the remainder of this year or, indeed, during the ensuing years. Apart from the many obvious external factors which have such a direct bearing on Italy's economic well-being, certain internal factors do not augur well. The continued power shortage, which is curtailing production, will probably result in an increase in the already serious unemployment problem. In turn, communist-inspired strikes and labour trouble will undoubtedly continue to bedevil industry and agriculture. Although appeals have been made to O.E.E.C. for relief to the main basic problem of Italy, unemployment, no practical solution is in sight.

# Rehabilitation of Greek Tourist Industry Will Speed Recovery

*Government and United States Economic Mission planning expenditure of 20,000 million drachmas and \$500,000 for hotels and tourist pavilions, improving historical sites and for provision of training centre—Funds already drawn from Greek State ECA Counterpart Drachma Account.*

**By T. J. Monty, Commercial Secretary for Canada**

(10,000 drachmas equal \$1.00)

**A**THENS, August 22, 1949.—In an effort to speed the economic recovery of Greece, an ambitious tourist program has been initiated by the government and the United States Economic Co-operation Administration Mission to Greece, calling for the expenditure of some 20,000 million drachmas and \$500,000. The program includes rehabilitation and construction of hotels and tourist pavilions, improvements of historical and scenic sites, establishment of a school for the training of tourist personnel, and extensive publicity.

An agreement governing this project has been signed by responsible Greek and American officials. The program recognizes that tourism constitutes one of the most promising and fertile sources of foreign exchange, with the possibility of quick results and a large return on dollar investment. It is estimated that, by 1950, when this rehabilitation and construction program will have been completed, a total of \$2 million in foreign exchange may be brought into Greece by American tourists, and the equivalent of \$15 million by tourists from other countries.

Devastation caused by the war, coupled with the disturbed postwar conditions prevailing in the country, have retarded the revival of the tourist trade which, according to official Greek statistics, produced foreign exchange amounting to \$593,800 in 1938, or nearly 4 per cent of the total national income. The number of tourists visiting Greece annually in prewar years was approximately 60,000. Of these, some 20,000 came to Greece for personal reasons or cures, and the remaining 40,000 as tourists. Between 1930 and 1940, Greece was one of the main countries in the Mediterranean visited by groups of tourists on cruises, numbering approximately 30,000 per annum, 80 per cent of whom came from the United States, the United Kingdom, France and Germany.

## **Tourist Attractions Many and Varied**

Following are some of the attractions which Greece offers the foreign visitor:

1. Exceptional climate and natural beauty, blending mainly mountains and sea.
2. Local colour wherever there are small Greek communities—national dress, local customs of the villagers, religious festivals and fairs.
3. Fifty centuries of history, with a legacy of unique ancient monuments, evidence of an old and brilliant civilization.
4. The volcanic origin of the country, which has endowed it with natural springs, a number of which have long been renowned.
5. Geographical position in the centre of the Eastern Mediterranean, an area upon which world attention has been focused, with travel





Greece—Athens, indicating in bold shadow the ancient street, Lycabettos, which was renamed Mackenzie King Street in 1946 in honour of Canada and her Prime Minister of the day. In the background rises the Acropolis, crowned by the Parthenon, a famous Greek temple.

facilities, principally by water and by air. Numerous international air services render the country readily accessible. External rail connections have not, however, yet been restored.

Of particular importance in the proposed tourist program are plans for two or three new hotels in Athens to provide 500 to 800 beds. There is a shortage of such accommodation at present, due to commitments made to the large military and diplomatic missions from the United States and Great Britain and to commissions of the United Nations.

Existing hotel facilities are to be improved by the installation of modern plumbing and heating equipment. The program also calls for the construction of a hotel with 100 beds at Heraclion, Crete, land of the ancient Minoan Kingdom. Funds will be provided to modernize and improve other hotels in places accessible to tourists.

The entire project has been designed in the belief that tourists coming to Greece will comprise two classes. Those from the United States, Britain and Western Europe will be attracted chiefly by the beauty of Greece, its antiquities, climate and scenery. Those from Egypt, the Middle East and Mediterranean areas will patronize the spas and watering-places. With this in mind, the expenditure will be allocated to improve the facilities of both classes of tourist attractions.

In view of the present security situation, poor internal transportation and housing facilities, the funds needed for 1948-49 are considerably less than the total that will be required in succeeding years.

#### **Separate Program for Historical Sites**

A separate program is under consideration to rehabilitate archaeological sites, to repair museums and to preserve Greece's monuments and temples. Among tourist attractions, where pavilions are to be built or

improved to provide food and shelter, the following include historical sites renowned from ancient times: Sunium, where the temple of Poseidon, King (Neptune) of the seas is located; Daphne, Marathon; Delos (island home of the Delian leagues); Corinth; Penteli; Mycenae (home of Agamemnon); Nauplia; Epidaurus, where the cult of Aesculapius existed and where the best preserved open-air marble theatre attracts the visitor.

There are also other places, such as Delphi, where the oracle lived, and Olympia, where the Olympic games originated, both sites of great interest with well-preserved monuments and museums.

The contemplated improvements in Rhodes are extensive. There has always been a great influx of tourists to this island. In 1938, for example, some 20,000 vacation tourists visited the island, contributing much exchange to the economy of Italy, which was almost equal to the total tourist income for Greece. The Italians spent large sums to create an elaborate tourist centre. Existing facilities continue in fairly good condition, and it is expected that Rhodes will accommodate large numbers of tourists during the remainder of this year. Work has already started to improve hotel installations, pavilions and other facilities, in order to preserve the position of the island as the principal contributor at present to Greece's source of foreign exchange.

### **Resort Areas to be Given Special Attention**

Improvement, preservation and beautification of resort areas and of the approaches to such areas and to archaeological sites are planned in Athens, Sunium, Eleusis, Old Corinth, Mycenae, Argos, Tyrins and Epidaurus. Funds are provided also for the maintenance of existing beach facilities on the coast of Attica.

At Lutraki, which was one of the chief spa and bathing resorts of Greece prior to the war, the promenades and paths are to be beautified, communication facilities improved and additional services made available to visitors. The existing twenty public baths, which were damaged during the war, are to be repaired, and twenty additional baths will be constructed.

It is recognized that Greece has never been a serious competitor of other European countries for the western tourist business, with the result that the country is lacking in managerial personnel trained to provide adequate service at fair prices for tourists and to operate available tourist facilities. To remedy this situation, it is planned to establish a school in the new Phaleron hotel for training hotel managers and other tourist personnel, including hotel employees, guides and other officials.

The drachma funds for these projects will come from the Greek State's ECA Counterpart Drachma Account. From this account, the Greek State has to date withdrawn 5,000 million drachmas (the equivalent of approximately \$500,000) for the promotion of tourism.

In order to render Greece, as well as other European centres, more accessible to the tourist, and especially to the prospective visitors this autumn, transatlantic air lines have agreed, under the sponsorship of OEEC (Organization for European Economic Co-operation), that, as from October 1, return fares should be reduced by 30 per cent, with prospects of a 35 per cent reduction for students and a 50 per cent reduction in travel fares in Europe. In this way it is hoped to encourage tourism in the after-summer lull or dead season and at the same time to help these countries recover and improve their sources of tourist revenue lost through the hardships of the last war. The dollar revenue is of especial importance to Greece, where the tourist has been kept away until now by the aftermath of war and by guerrilla warfare. By reason of its definite tourist attractions and the measures taken to enhance them, Greece may thus regain a measure of its lost tourist and invisible export trade.



# Recent Agricultural Progress in Mexico Has Strengthened National Economy

*Yield of eleven basic Mexican crops in the last three years has increased by 1,540,927 metric tons—Surpluses being made available for export.*

By C. B. Smith, Office of Commercial Counsellor for Canada

**M**EXICO CITY, September 14, 1949.—Agricultural progress in this country has strengthened the national economy quite substantially, heavy purchases of foodstuffs having been made in other countries until recently. The yield of eleven basic Mexican crops in the last three years has increased by 1,540,927 metric tons, valued at well over a billion pesos.

Corn was being imported by Mexico up to the end of the war, but the harvest yield has increased by 548,000 tons, and the government has been able to sell 10,000 tons to Venezuela. Surplus crops will tend to increase as one result of the introduction of hybrid strains. Sugar has also strengthened its position as an export crop, together with raw cotton, to which much larger acreages were sown this summer.

## Mexican Crop Production

	1946		1949		Tonnage Increase
	Metric Tons	Peso Value	Metric Tons	Peso Value	
Corn .....	2,284,400	680,080,382	2,832,000	858,080,382	548,000
Wheat .....	360,000	139,331,886	503,000	210,831,886	143,000
Beans .....	138,629	94,493,995	209,629	144,193,995	71,000
Rice .....	92,000	64,732,532	108,000	79,132,500	16,000
Sugar .....	381,000	314,268,200	640,000	477,438,200	259,000
Cotton (Bales) .....	369,000	227,505,498	625,000	456,505,498	229,000
Linseed .....	20,013	11,728,075	48,531	41,519,241	28,518
Cocoa .....	4,500	18,000,000	6,500	26,000,000	2,000
Tomatoes .....	225,340	78,348,351	286,444	127,148,351	61,101
Barley .....	118,871	29,683,681	149,000	38,683,681	30,129
Fruits .....	1,160,096	298,223,798	1,315,275	384,869,716	151,179

## Denmark's Swine Population Increases

Oslo, August 9, 1949.—(FTS)—The latest count of pigs taken in Denmark, July 16, 1949, discloses that the gains shown in previous countings are continuing. The total number of pigs now stands at 2,690,000, which is an increase of 341,000 for the previous ten weeks.

A new price agreement has been reached after only four days' negotiation between Denmark and the United Kingdom covering Danish bacon exports up to December 31, 1950. It is expected that the increase noted above will continue now that the new agreement gives Danish farmers assurance of a continuing bacon market at a good price.

## Norwegian Engineers Visit United States and Canada

Washington, September 14, 1949.—Two Norwegian engineers, Einar Gornitzka and Werner C. F. Poensgen, have been studying steel production methods in the United States and Canada. They spent three days in Hamilton, inspecting plants in that city. Their four-week study tour was requested by the Norwegian Government, so they might examine United States and Canadian practices in electric steel furnaces, continuous casting of steel, rolling of rods and the manufacture of agricultural implements. Provision for the visit was made under an ECA technical assistance plan.

# Agreement Between Italy and Denmark Potentially Interesting to Canada

*Codfish and seed potatoes among listed items to be obtained by Italy—Cross-exchange rates discourage competition, but quota provision enables Canada to supply part of fish requirements—Large sales made last year.*

By R. G. C. Smith, Commercial Secretary for Canada

ROME, August 5, 1949.—Italy and Denmark recently signed a new trade agreement to replace that expiring the end of May. It closely resembles the former "reciprocity agreement", which is a form of barter based on cross-exchange rates between the krone and the lira, fixed for each transaction. The agreement came into effect on July 1, 1949, and will run for twelve months.

The agreement establishes two lists of articles. The first comprises Italian products that will be exported to Denmark during the year; the second enumerates the Danish products that will be shipped to Italy within the terms of the "reciprocity agreement". The quotas established in the lists will not necessarily be subject to previous allocation, and notification of any previous allocations established must be given within three months of the agreement coming into force. It is also mutually agreed to examine ways of increasing the quotas established in the list, and at the same time it is recommended that ways and means be studied to abolish the method of trading known as "reciprocity agreement".

## Codfish and Seed Potatoes of Main Interest to Canada

Of the long list of items included in the list to be exported to Italy from Denmark, codfish is the only commodity of direct interest to Canada or of which there has been any substantial possibility of purchasing from Canada in recent years. There are, however, many other items, such as seed potatoes, that are of potential interest to Canada. Many such items could not be purchased from Canada, either because of the lack of dollar exchange or because of the better competitive position of Denmark. It is virtually impossible for Canada to compete in all these items on a price basis because of the cross rates, advantageous to Denmark. However, the quotas established do not represent Italy's total requirements of most articles, so that it might still be possible to sell in Italy, even if it is not entirely possible to compete with Danish prices converted into lire (as in the case of codfish, for example). The following table shows the quotas established for the items of interest, or of potential interest, to Canada as compared with the total imports in 1948 of each item:

### Products of Interest to Canada

	Quota	1948 imports
Slaughter cattle ..... (head)	5,000	†22,238
Frozen pork ..... (tons)	500	....
Seed potatoes ..... (tons)	15,000	*19,210
Eggs ..... (kroner)	4,000,000	4,005
Casein ..... (kroner)	2,000,000	844
Salted casings ..... (kroner)	1,000,000	35,152
Salted fish (cod) ..... (kroner)	34,000,000	54,616
Dried fish (cod) ..... (kroner)	7,000,000	....
Fresh sea-fish ..... (kroner)	11,000,000	12,096
Smoked fish (mostly herring) ..... (kroner)	100,000	5,201

\* Includes all potatoes, mostly seed.

† All cattle imports.



Other products such as fish oil, barley, barley oats and rye seeds, and malt are of possible interest to Canada, but the quota is left in abeyance. For all the foregoing products, European countries are the principal sources of supply.

### **Cross Rates Affect Danish Cod and Seed Potato Imports**

The effect of the cross rate in exchange as applied to imports of Danish cod is to make it practically impossible for Canadian fish to compete on a straight price basis. However, at current prices the 34,000,000 kroner for salt fish and 7,000,000 kroner for dried fish, provided in the agreement, will only supply about 25,000 tons, which is well below Italy's total requirements. Thus, while it would be difficult, if not impossible, for Canada to compete with the Danish fish, the fact that the supply is limited will enable Canadian fish to be sold.

To illustrate how the cross rate operates, last year, for example, Danish wet salt cod sold at about 1.60 krone per kilo, f.o.b. Danish ports. At the official rate of exchange of 119 lire to the krone, this would have cost the Italian importer 190.4 lire per kilo. However, at the cross rate of about 65 lire to the krone, the actual price to the importer was only 104 lire. The lire resulting from the sale of the cod are used to purchase Italian textiles but, since the cross rate reduces the amount of lire available, it follows that the cost of the textiles to the Danish importer is greatly increased.

This year it is probable that the Danish price will be set at 140 kroner per kilogram, and the cross rate may become established at approximately 63 lire per krone. At this rate, the lire cost (f.o.b.) to the Italian importer would work out at about 88 lire instead of 166 lire if the official exchange rate were used. This means that, to compete with Danish fish, the price of Canadian fish would have to equal the f.o.b. Danish price of about 15.44 cents per kilogram (compared with 29.12 cents if the free rate for the krone-dollar-lira were used).

### **Canadian Cod Imported Last Year**

Despite these disadvantageous conditions, Newfoundland and Canadian cod was sold last year in substantial quantities, owing to the lack of available Danish supplies and on the basis of type and quality.

By a similar process of cross rates (60 lire to the krone), the cost of seed potatoes to the Italian importer is greatly reduced. At last year's price of 32.50 kroner per 100 kilograms, c.i.f. Italian border points, Danish seed cost 19.50 lire per kilogram (about 3½ cents per kilogram) as against 38.70 lire if the official rate had been used (about 6.8 cents per kilogram). In this case the low cost of Danish seed effectively prevented the sale of Canadian seed, for which ECA funds had been allocated.

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### **Forest Resources of Surinam to be Investigated**

Port-of-Spain, August 22, 1949.—(FTS)—As a result of a study by the Forestry Commission of the West Indies-Netherlands Economic Foundation, it is expected that a thorough investigation of the forest possibilities of Surinam will be undertaken, using modern methods and equipment. This will include disease and insect studies and experimental research into the use of wood waste for the manufacture of fibre sheets. A study of the use of Surinam woods for veneer manufacture also is advocated. Shipments of plywood from baboon wood have been made to the Netherlands, and of baboon wood logs to the United States. Hardwood railway ties and piles also are being exported.

# India Creates Merchant Marine And Plans Harbour Expansion

*Two ships launched, two under construction and two "Victory" type vessels acquired from Canada—Shipbuilding considered a "key" industry, to be state-owned—Project, involving expenditure of Rs.250,000,000, for modernization of major ports—"Free Foreign Trade Zones" planned.*

**By Richard Grew, Commercial Secretary for Canada**

(One rupee equals 30 cents Canadian, at this date)

**N**EW DELHI, July 31, 1949.—India planned the construction of two million tons of shipping over a period of some seven years, following her achievement of independence, this decision having been taken two years ago by the Reconstruction Policy Sub-Committee on Shipping. This would enable India to assume responsibility for the entire coastal trade, 75 per cent of the trade with Burma and Ceylon, 50 per cent of her trade with more distant countries, and 30 per cent of the trade enjoyed by former "Axis" countries in the Orient.

Since that time, two merchant vessels, the S.S. *Jala Usha* and the S.S. *Jala Prabha*, each of about 8,000 tons, have been launched. Two other ships, the S.S. *Jala Prakash* and the S.S. *Jala Pankhi*, are under construction. In addition, the government has acquired two "Victory" ships, the S.S. *Harmac Crofton* and the S.S. *Harmac Chemainus*, each of 7,160 tons gross, from the Canadian Transport Company, Limited, in Vancouver. The former was originally the *Mewata Park* and the latter was known as the *Louisbourg Park*. A small Greek vessel, of 1,069 tons displacement, the S.S. *Chidambaram*, was also acquired.

The only existing Indian shipyard, at Vizagapatam, owned by the Scindia Steam Navigation Company, can at present turn out three ships, each of 8,000 tons, per year, and it is estimated that, even when the yard is completed with government assistance, it will be able to turn out a maximum of eight to ten ships annually with a total tonnage of about 50,000.

One of the difficulties facing Indian shipbuilders is the high cost and, despite the fact that shipbuilding is one of the key industries which the government has decided should be state-owned, no decision has yet been made as to what financial assistance shall be given to enable their managing agents, the Scindia Company, to meet the Reconstruction Sub-Committee's target. The financial difficulties at present facing the industry are such that all construction of new ships has been suspended. While the cost of constructing an 8,000-ton ship in the United Kingdom would range between Rs.3,500,000 and Rs.4,000,000, the cost in India is nearly Rs.6,500,000.

## Three Shipping Corporations Registered

Nevertheless, it is apparent that the government recognizes the national importance of a prosperous merchant shipping industry and, to this end, the first of three shipping corporations has recently been registered. These three corporations, in which the government will hold 51 per cent of the shares, the managing agents 26 per cent and the public the remainder, are to operate with a capital of Rs.100,000,000 each, the



gross tonnage for each corporation being fixed at 100,000. In the case of each corporation, the government has decided to utilize the facilities of private enterprise while retaining control. The first shipping corporation is to be managed by the Scindia Steam Navigation Company, and the other two by the Indian Steam Navigation Company and the Bharat Lines respectively. Different routes have been allocated to the three corporations. The first will traverse the Persian Gulf, the Red Sea and Egypt, China, Japan and Australia, although, as only the two recently acquired Canadian ships are as yet available, their business will be confined to carrying foodstuffs between this country and Australia. The other two shipping corporations will be allocated routes to the Americas and to the United Kingdom and Europe respectively. The government has guaranteed to make good any losses incurred during the first five years.

The government has also decided to open a Directorate of Shipping, under the Ministry of Commerce, in which will be incorporated the Mercantile Marine Department, the office of the Controller of Indian Shipping, the Lighthouse Department, the Directorate of Seamen's Welfare and the Office of the Nautical Advisor and Chief Surveyor. This directorate will have Bombay as its headquarters, and a director-general is expected to be appointed shortly.

#### **United States Companies Dominate the Trade**

The urgent necessity for expansion of India's merchant shipping resources is indicated by the fact that, in the trade between the two countries, United States shipping companies now carry 52 per cent of India's exports as compared with 27 per cent before the war, and over 80 per cent of the imports, more than 130 sailings yearly being scheduled by the United States lines. It is estimated that the value of exports from India to the United States is now slightly more than \$200,000,000 annually, while imports therefrom into India are valued at above \$300,000,000.

**India—Much of the external trade of the country is handled through the port of Bombay. Congestion in this port has had the effect of increasing freight rates on cargoes from ports in Canada and the United States by the imposition of an emergency surcharge.**



The Government of India, in its plans for developing the country's economy, has not neglected to draw up a large-scale program for expansion of ports and shipbuilding yards. Top priority is given to a Rs.250,000,000 project for the expansion and modernization of the major ports, and reconstruction is expected to be completed within five to ten years. Indian ports handle about 15,000,000 tons of cargo annually; the projects now under way will increase their capacity by 6,000,000 tons. Discussions are now in progress between the government and the Scindia Steam Navigation Company regarding the proposed acquirement of the yard by the government. It is proposed to construct a dry dock for ocean-going liners, besides expanding existing building facilities and improvements to the Vizagapatam port. It is also proposed to locate a shipbuilding yard at Trombay, about 18 miles northeast of Bombay, and Bombay is to have additional facilities costing Rs.100,000,000, which will enable it to handle a further 2,000,000 tons of cargo. At Calcutta, an expenditure of Rs.85,000,000 on dock expansion, road and rail links, etc., is expected to facilitate the handling of a further 2,000,000 tons of cargo.

#### **Expansion Program Proceeding**

At Madras, a Rs.45,000,000 project for the expansion of the harbour for a distance of about 1,000 yards and the construction of new warehouses and marshalling yards will enable an additional 1,000,000 tons of cargo to be handled. A less ambitious scheme at Cochin, involving expenditure of Rs.8,000,000, will facilitate the handling of an additional 750,000 tons.

The government is also planning the conversion into modern ports of some of the minor trade centres dotted all along the coastline. The sum of Rs.160,000,000 has been allocated, and work has already begun to expand the small port of Kandla, north of Bombay, into a new "Karachi", capable of handling 3,000,000 tons of cargo annually. Three French shipbuilding experts are now in India conducting a survey of all ports and locating new shipbuilding yards.

The question of setting up "free foreign trade zones" in Bombay, Calcutta and Madras, on the lines of those established in certain American and European ports, is also being considered. The proposal is to provide segregated areas where foreign merchandise may be unloaded and warehoused without the application of customs laws. In these zones, foreign and domestic goods may be reconditioned and standardized and afterwards brought into the customs territory for the home market or re-exported.

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#### **Dutch Synthetic Soap and Plastic Powder Plants Opened**

The Hague, September 10, 1949.—(FTS)—The official opening at Pernis, near Rotterdam, of the synthetic soap and ethylene based polyvinyl chloride plants of the Royal Dutch Shell organization heralds the first step in the completion of a series of plant extensions. These are expected to result in a very substantial dollar currency saving by the Netherlands, when the undertakings are in full operation. Between 3,500 and 4,000 workmen are employed on the completion of the plant, and some 1,000 workers will later be required when it is in normal production.

The refineries and the two factories cover some 800 acres and represent a postwar investment of between 170 and 200 million guilders. The present tank installations have a capacity of one million tons and a further 400,000 tons is under construction. The total refining capacity of the works is to be extended to three million tons annually. A distillation unit of 6,000 tons daily will be completed by August, 1950, and a vacuum distillator, a catalytic cracking installation with a daily capacity of 20,000 barrels, a reforming unit and two polymerisators will be constructed by 1952.



# Australia Provides States with Financial Grants to Stimulate Dairy Production

*Allocations made on the basis of cow population in each state over a period of five years—Grade herd recording increased materially in last four years—Films, posters and publications being prepared.*

By M. R. M. Dale, Assistant Canadian Commercial Secretary for Canada

(One Australia pound equals \$3.2240 Canadian, at this date)

**S**YDNEY, August 15, 1949.—Australia has made provision for the expenditure of £250,000 per annum for five years to stimulate production in the dairy industry of this country. All the states co-operated in this program during the first year, but experienced difficulty in obtaining suitably trained men to undertake the additional duties under the provisions of such grants. During 1949-50, the states will receive the following grants: New South Wales, £67,583; Victoria, £67,583; Queensland, £68,583; South Australia, £19,125; Western Australia, £18,125; and Tasmania, £9,000.

Allocations were made on the basis of the cow population in each state, over a period of five years, ending June, 1948, and modified as follows: The three principal dairying states receive approximately equal amounts, and the other three states receive 50 per cent more than their respective *pro rata* allocations, determined on the basis of cow population.

Activities in which the states are being assisted are: Grade herd recording, sire surveys, analyses of herd recording data, herd wastage surveys, supplementary feeding trials and demonstrations, pasture demonstrations, general publicity and extension work, and demonstration farms. The states are also conducting competitions, designed to meet local conditions.

## Grade Herd Recordings Increased in All States

All states have greatly increased their grade herd recording activities in the last four years, and, since the Commonwealth has guaranteed each state a full one-third contribution towards the cost of this work, even greater expansion in this basic requirement for increased efficiency is hoped for. The estimated Commonwealth contribution to grade herd recording for the current year is £38,360. Related work in sire surveys has also been begun as a result of the grant. This work is the next step required to maintain improvements resulting from grade herd recording.

Some work on the analyses of herd recording data, to find the effect of the month of calving on length of lactation, has also been undertaken. It has previously been shown that earlier calving dates allied to a program of fodder conservation can bring about a considerable increase in production per cow lactation period.

## Work on Herd Wastage Factors Begun

Work on herd wastage factors has been begun, and one survey has shown that in Queensland 70 per cent of heifer calves were raised in 1947-48.

Demonstrations on feeding, pastures, fodder conservation and manurial practice are also under way. The demonstration farms are specially selected farms in a run-down or under-developed state, which will be run by the farmer as an economic unit under the direction of officers

of the State Departments of Agriculture concerned. Assistance will be provided from the grant to show how these farms can be converted into profitable ventures. It is intended in these instances to keep full records of each property and to analyse and publish the results. These farms will be used as venues for field days for local farmers.

Mobile film units have been obtained by several states, and all states have acquired projectors to show films on dairying and related subjects to farm audiences. The states also intend making films of the various demonstrations, in order that there may be a permanent record of the work performed. Documentary films on dairy subjects in general will also be made.

#### Publicity Program in Operation

The states are also preparing posters for general distribution and wall sheets for distribution to farmers, illustrating desirable shed practice and campaigning against disease.

In the first year of the grant, £50,000 was set aside for use by the Commonwealth in the preparation of suitable publications and films. A handbook is in course of preparation, in collaboration with the states, and it is hoped that this will prove valuable as a reference book for dairy-men. The subjects which it is intended to cover comprise a wide range that should assist farmers in overcoming some of the difficulties which they may encounter in the course of their work. There will be sections dealing with diseases of dairy cattle, principles of feeding, dairy pastures, practical breeding and other subjects which will be helpful to progressive dairy farmers.

#### Patent Procedure Revised for Germany

Frankfurt-am-Main, September 12, 1949.—(FTS)—Approval of a revised procedure, covering the filing of German patents, designs, trade marks and copyrights abroad, has been announced by the Joint Export-Import Agency (JEIA). Effective immediately, licences may be granted for filing in any country which assures full protection and enjoyment of such industrial, literary or artistic property rights. To date, 33 countries will guarantee this protection.

The Economics Ministries in the trizonal area and the corresponding German Economic Agency for the three western sectors of Berlin have been authorized to approve licences on behalf of JEIA.

Licensing according to this procedure will constitute authorization under military government law for Germans to acquire, hold and maintain foreign patents, designs, copyrights and trade marks.

Countries which have amended their wartime regulations to permit filing by Germans are as follows:

Austria	France	Norway
Australia	Great Britain	Panama
Belgium	Haiti	Peru
Brazil	Honduras	Portugal
Canada	Hungary	Sweden
Colombia	Iceland	Syria
Costa Rica	India	Switzerland
Denmark	Japan	Turkey
Eire	Luxembourg	Union of South Africa
Ecuador	The Netherlands	United States
El Salvador	New Zealand	Venezuela

In addition, Germans may apply for international registration of designs and models to the International Bureau for the Protection of Industrial Property, Berne, Switzerland.



# Canadian Trade with North and West Europe

## Imports

(Twelve Months Ended)

Country	June					
	Average 1935-39		1948		1949	
	Value \$'CC0	Per cent	Value \$'CC0	Per cent	Value \$'000	Per cent
Belgium.....	5,964	18.8	10,542	29.8	19,038	29.9
Denmark.....	156	0.5	1,958	5.5	9,815	15.4
Estonia.....	25	0.1	Nil		6	<sup>1</sup>
Finland.....	66	0.2	27	0.1	51	0.1
France.....	6,429	20.3	9,809	27.7	13,794	21.7
Germany.....	10,673	33.7	608	1.7	5,039	7.9
Gibraltar.....	<sup>2</sup>	<sup>1</sup>	Nil		Nil	
Iceland.....	1	<sup>1</sup>	45	0.1	76	0.1
Ireland.....	49	0.2	45	0.1	97	0.2
Latvia.....	10	<sup>1</sup>	Nil		4	<sup>1</sup>
Lithuania.....	4	<sup>1</sup>	Nil		4	<sup>1</sup>
Netherlands.....	4,066	12.8	4,067	11.5	7,327	11.5
Norway.....	739	2.3	776	2.2	1,208	1.9
Portugal.....	262	0.8	1,219	3.4	1,288	2.0
Azores and Madeira.....	156	0.5	397	1.1	542	0.9
Spain.....	1,074	3.4	2,780	7.9	2,157	3.4
Sweden.....	1,975	6.2	3,090	8.7	3,195	5.0
TOTAL.....	31,651	100.0	35,363	100.0	63,642	100.0

## Exports

(Twelve Months Ended)

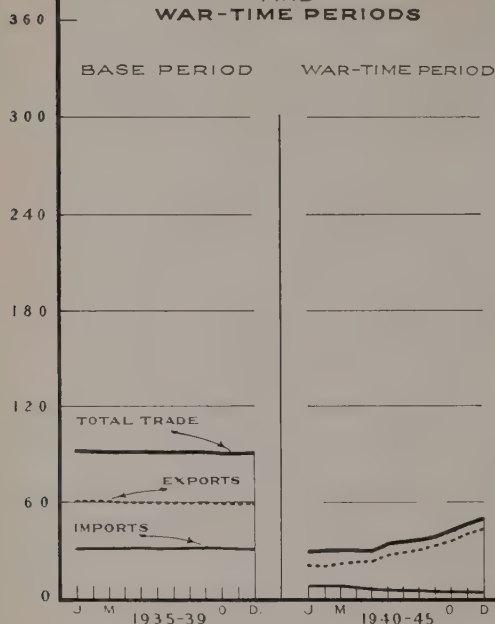
Country	June					
	Average 1935-39		1948		1949	
	Value \$'CC0	Per cent	Value \$'CC0	Per cent	Value \$'000	Per cent
Belgium.....	14,041	23.5	44,405	18.8	38,739	16.7
Denmark.....	1,545	2.6	4,274	1.8	8,124	3.5
Estonia.....	<sup>5</sup>	<sup>1</sup>	Nil		<sup>2</sup>	<sup>1</sup>
Finland.....	548	0.9	2,108	0.9	1,156	0.5
France.....	9,018	15.1	77,915	32.9	83,690	36.2
Germany.....	9,359	15.7	8,173	3.5	23,858	10.3
Gibraltar.....	11	<sup>1</sup>	61	<sup>1</sup>	279	0.1
Iceland.....	23	<sup>1</sup>	2,164	0.9	1,240	0.5
Ireland.....	3,951	6.6	13,987	5.9	8,913	3.9
Latvia.....	173	0.3	Nil		Nil	
Lithuania.....	195	0.3	Nil		<sup>2</sup>	<sup>1</sup>
Netherlands.....	10,306	17.3	44,176	18.7	30,548	13.2
Norway.....	6,270	10.5	22,596	9.6	19,933	8.6
Portugal.....	159	0.3	2,842	1.2	9,212	4.0
Azores and Madeira.....	9	<sup>1</sup>	225	0.1	54	<sup>1</sup>
Spain.....	680	1.1	675	0.3	367	0.2
Sweden.....	3,404	5.7	12,962	5.5	5,188	2.2
TOTAL.....	59,697	100.0	236,563	100.0	231,302	100.0

<sup>1</sup>Less than one-tenth of one per cent.

<sup>2</sup>Less than \$1,000.

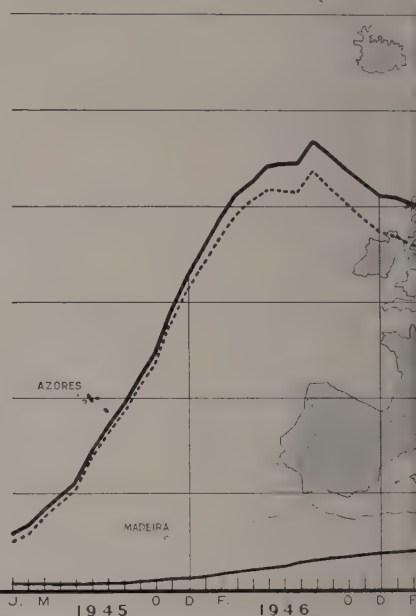
MILLION DOLLARS

# AVERAGES OF CANADIAN TRADE FOR PRE-WAR AND WAR-TIME PERIODS



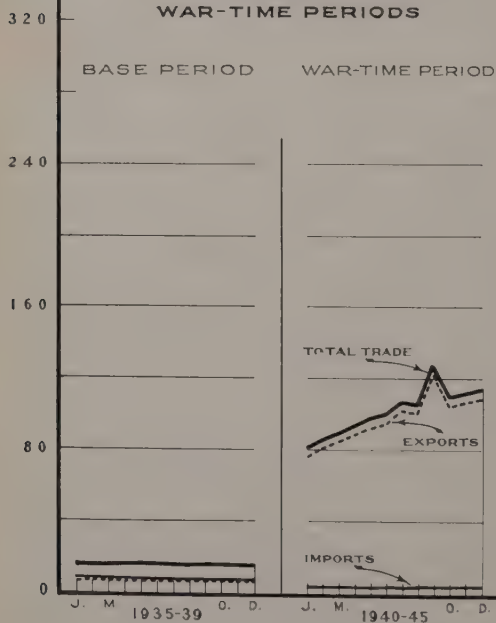
## CANADIAN TRADE

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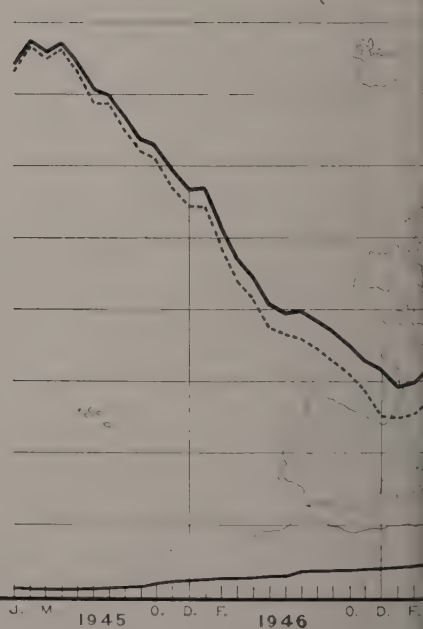
MILLION DOLLARS

# AVERAGES OF CANADIAN TRADE FOR PRE-WAR AND WAR-TIME PERIODS



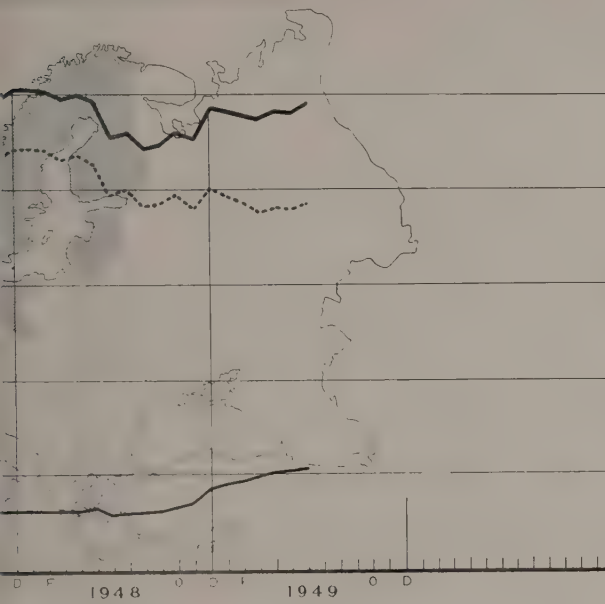
## CANADIAN TRADE

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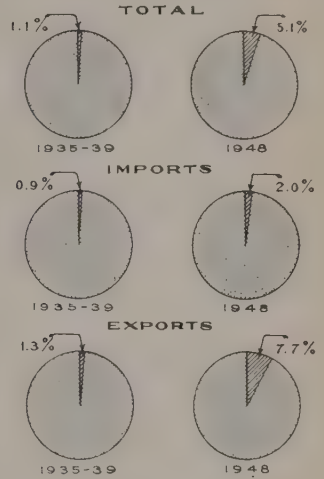




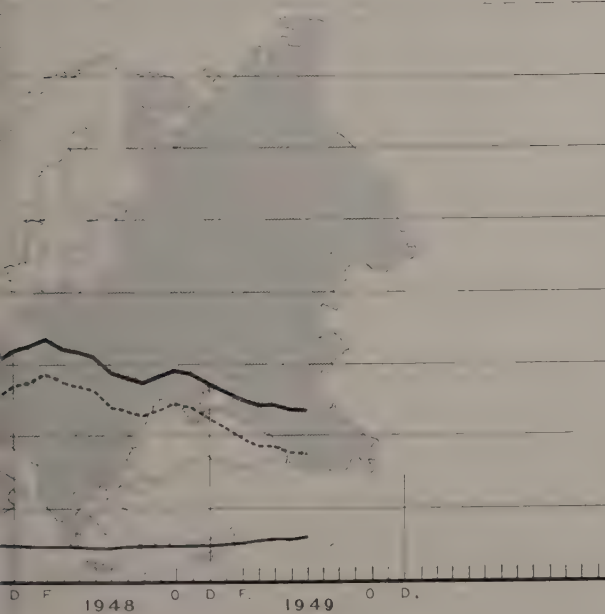
# **NORTH AND WEST EUROPE** **1935-49** PRE-WAR AND WAR-TIME PERIODS (12-MONTH TOTALS)



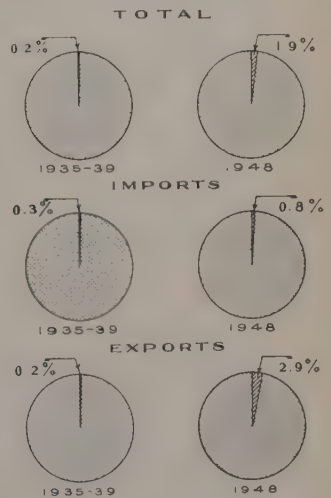
**RELATIVE PROPORTIONS OF TRADE WITH NORTH AND WEST EUROPE TO TOTAL CANADIAN TRADE**  
 AVERAGE FOR THE BASE PERIOD COMPARED WITH LATEST COMPLETED CALENDAR YEAR



# **SOUTH AND EAST EUROPE** **1935-49** PRE-WAR AND WAR-TIME PERIODS (12-MONTH TOTALS)



**RELATIVE PROPORTIONS OF TRADE WITH SOUTH AND EAST EUROPE TO TOTAL CANADIAN TRADE**  
 AVERAGE FOR THE BASE PERIOD COMPARED WITH LATEST COMPLETED CALENDAR YEAR



# Canadian Trade with South and East Europe

## Imports

(Twelve Months Ended)

Country	June					
	Average 1935-39		1948		1949	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Albania.....	1	<sup>1</sup>	Nil		Nil	
Austria.....	275	3.1	264	1.4	219	0.9
Bulgaria.....	4	<sup>1</sup>	Nil		1	<sup>1</sup>
Czechoslovakia.....	2,245	25.7	3,768	20.1	7,018	28.6
Greece.....	47	0.5	150	0.8	106	0.4
Hungary.....	120	1.4	123	0.7	63	0.3
Italy.....	2,416	27.7	4,875	26.0	8,605	35.1
Malta.....	1	<sup>1</sup>	1	<sup>1</sup>	14	0.1
Poland.....	187	2.1	9	<sup>1</sup>	75	0.3
Roumania.....	93	1.1	11	0.1	10	<sup>1</sup>
U.S.S.R.....	354	4.1	127	0.7	5	<sup>1</sup>
Switzerland.....	2,910	33.3	9,430	50.3	8,363	34.1
Yugoslavia.....	78	0.9	2	<sup>1</sup>	17	0.1
TOTAL.....	8,731	100.0	18,760	100.0	24,496	100.0

## Exports

(Twelve Months Ended)

Country	June					
	Average 1935-39		1948		1949	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Albania.....	3	<sup>1</sup>	229	0.2	51	0.1
Austria.....	28	0.4	3,769	3.9	3,608	5.2
Bulgaria.....	10	0.1	95	0.1	80	0.1
Czechoslovakia.....	886	12.1	16,146	16.8	4,353	6.2
Greece.....	1,142	15.6	8,053	8.4	4,562	6.5
Hungary.....	4	0.1	559	0.6	428	0.6
Italy.....	3,051	41.8	31,381	32.7	22,972	33.0
Malta.....	355	4.9	4,791	5.0	4,633	6.6
Poland.....	784	10.7	9,002	9.4	3,203	4.6
Roumania.....	62	0.8	236	0.2	335	0.5
U.S.S.R.....	281	3.8	636	0.7	48	0.1
Switzerland.....	677	9.3	18,086	18.9	23,671	34.0
Yugoslavia.....	17	0.2	2,926	3.1	1,767	2.5
TOTAL.....	7,300	100.0	95,909	100.0	69,711	100.0

<sup>1</sup>Less than one-tenth of one per cent.

## Trade Fair Planned by Poland for next April

The Poznan International Fair, in Poland, will be held from April 29 to May 14, 1950. Canadian exporters wishing to reserve space for exhibits, or seeking other information, should communicate with Mr. T. Wiewiorowski, Commercial Attaché, Polish Legation, Ottawa.



# Canadian Imports, by Commodities

Commodity	July			January—July		
	1938	1948	1949	1938	1948	1949
(Millions of Dollars)						
<b>Main Groups—</b>						
Agricultural, Vegetable Products....	10.3	26.4	29.1	73.2	191.9	205.3
Animals and Animal Products.....	1.9	7.5	4.0	15.2	45.8	43.3
Fibres, Textiles and Products.....	6.7	29.7	26.0	51.6	208.7	218.0
Wood, Wood Products and Paper....	2.5	5.4	6.5	18.3	43.5	48.0
Iron and Products.....	12.3	64.5	79.5	99.6	457.9	506.9
Non-Ferrous Metals and Products....	3.4	12.3	11.4	23.2	89.3	97.8
Non-Metallic Minerals, Products....	12.3	58.8	50.4	66.3	321.1	298.7
Chemicals and Allied Products.....	2.7	10.2	9.9	18.5	68.9	73.4
Miscellaneous Commodities.....	3.8	10.3	14.0	26.7	68.0	88.8
<b>TOTAL IMPORTS FOR CONSUMPTION..</b>	<b>55.8</b>	<b>225.1</b>	<b>230.9</b>	<b>392.5</b>	<b>1,495.2</b>	<b>1,640.3</b>
(Thousands of Dollars)						
<b>Agricultural, Vegetable Products—</b>						
Fruits.....	2,457	5,732	7,269	12,145	29,063	37,681
Nuts.....	224	1,596	1,656	1,718	19,326	13,196
Vegetables.....	259	527	1,237	4,925	5,615	14,812
Grains and products.....	1,366	1,258	2,143	11,313	15,808	10,851
Sugar and products.....	2,190	6,409	5,669	10,665	36,427	37,249
Cocoa and chocolate.....	200	2,029	840	1,109	11,251	9,904
Coffee and chicory.....	274	1,835	1,953	2,483	13,424	14,613
Tea.....	600	1,386	1,672	5,610	10,058	12,924
Beverages, alcoholic.....	458	967	1,571	3,078	7,227	11,350
Gums and resins.....	125	362	434	769	3,487	3,097
Oils, vegetable.....	665	1,105	1,687	7,509	13,828	12,737
Rubber and products.....	982	2,295	1,778	6,228	17,908	16,975
Tobacco.....	202	212	300	1,239	1,860	2,218
Vegetable products, other.....	319	641	845	4,439	6,632	7,721
<b>TOTAL.....</b>	<b>10,321</b>	<b>26,354</b>	<b>29,056</b>	<b>73,230</b>	<b>191,912</b>	<b>205,329</b>
<b>Animals and Animal Products—</b>						
Fish and fishery products.....	293	784	328	1,305	2,914	2,709
Furs and products.....	235	1,112	575	4,055	14,850	12,501
Hides and skins, raw.....	144	655	737	1,313	4,940	7,728
Leather, unmanufactured.....	233	432	562	1,441	2,992	3,744
Leather, manufactured.....	133	325	325	1,326	3,134	3,050
Animal oils, fats, greases.....	100	3,010	159	505	8,090	2,404
Animals and products, other.....	715	1,175	1,356	5,247	8,874	11,186
<b>Total.....</b>	<b>1,852</b>	<b>7,492</b>	<b>4,042</b>	<b>15,192</b>	<b>45,794</b>	<b>43,322</b>
<b>Fibres, Textiles and Products—</b>						
Cotton, raw and linters.....	783	3,524	4,022	7,196	35,852	37,593
Cotton products.....	1,253	7,371	5,239	9,609	45,419	53,707
Flax, hemp, jute and products.....	649	1,358	1,691	4,779	16,974	12,044
Silk and products.....	580	257	515	3,817	2,378	3,136
Wool, raw and unmanufactured.....	700	4,971	3,248	6,043	28,703	24,561
Wool products.....	1,307	6,062	6,002	9,592	40,011	43,314
Artificial silk and products.....	216	2,485	2,120	1,954	16,416	22,481
Textile products, other.....	1,191	3,657	3,164	8,573	22,985	21,152
<b>TOTAL.....</b>	<b>6,680</b>	<b>29,685</b>	<b>26,001</b>	<b>51,562</b>	<b>208,739</b>	<b>217,988</b>
<b>Wood, Wood Products and Paper—</b>						
Wood, unmanufactured.....	421	713	1,287	3,224	7,011	8,889
Wood, manufactured.....	328	996	1,049	2,475	8,227	8,785
Paper.....	597	1,267	1,545	4,322	10,304	11,560
Books and printed matter.....	1,193	2,462	2,635	8,309	17,967	18,717
<b>TOTAL.....</b>	<b>2,538</b>	<b>5,438</b>	<b>6,515</b>	<b>18,330</b>	<b>43,509</b>	<b>47,951</b>
<b>Iron and Its Products—</b>						
Iron ore.....	493	2,351	3,192	1,064	6,348	7,140
Scrap.....	28	889	819	423	5,431	6,195
Castings and forgings.....	284	1,024	1,086	1,578	5,836	8,386
Rolling mill products.....	2,085	5,852	7,222	14,014	47,205	70,630
Pipes, tubes and fittings.....	134	1,531	2,528	1,305	9,472	19,104
Wire and chain.....	150	884	704	1,329	6,780	8,419

# Canadian Imports, by Commodities—Concluded

Commodity	July			January—July		
	1938	1948	1949	1938	1948	1949
(Thousands of Dollars)						
<b>Iron and Its Products—Cont.</b>						
Farm implements and machinery....	2,027	11,551	15,908	13,691	82,241	113,571
Hardware and cutlery.....	188	900	1,006	1,260	5,944	7,369
Household machinery.....	212	539	1,010	1,552	7,143	6,475
Mining, metallurgical machinery.....	474	2,136	2,425	3,186	12,249	20,690
Business, printing machinery.....	324	1,462	1,914	3,674	15,170	14,682
Other non-farm machinery.....	1,975	13,824	12,845	15,049	101,645	92,061
Tools.....	182	981	882	1,393	6,786	6,887
Autos, freight and passenger.....	702	3,646	6,078	8,853	12,754	26,310
Automobile parts.....	1,025	7,180	9,581	14,265	56,779	69,804
Other vehicles, chiefly iron.....	122	971	1,685	1,060	7,588	8,745
Engines and boilers.....	531	3,473	4,933	5,410	30,547	37,394
Cooking and heating apparatus.....	137	295	901	769	4,119	5,984
Iron products, other.....	1,198	5,007	4,830	9,695	33,852	37,071
<b>TOTAL</b> .....	<b>12,270</b>	<b>64,495</b>	<b>79,548</b>	<b>99,571</b>	<b>457,888</b>	<b>566,917</b>
<b>Non-Ferrous Metals and Products:</b>						
Aluminum and products.....	493	1,978	1,666	2,743	8,384	9,557
Brass, Copper, and products.....	196	957	888	2,001	6,789	8,991
Tin.....	193	377	392	1,290	3,171	5,152
Precious metals (except gold).....	196	1,084	587	1,719	8,583	10,270
Clocks and watches.....	167	414	663	1,169	2,986	3,731
Electrical apparatus, n.o.p.....	1,154	4,898	4,768	7,761	39,522	38,981
Non-ferrous products, other.....	968	2,614	2,462	6,492	19,885	21,154
<b>TOTAL</b> .....	<b>3,367</b>	<b>12,320</b>	<b>11,426</b>	<b>23,175</b>	<b>89,320</b>	<b>97,836</b>
<b>Non-Metallic Minerals, Products:</b>						
Clay and products.....	677	2,639	2,730	4,764	17,404	19,630
Coal.....	3,054	15,635	12,163	19,196	93,230	84,067
Coal products.....	252	2,111	1,348	1,866	11,267	8,387
Glass and glassware.....	426	2,137	1,855	3,598	15,924	14,131
Petroleum, crude.....	5,052	18,936	18,631	21,272	105,420	104,505
Petroleum products, n.o.p.....	1,843	13,566	9,871	8,624	56,026	44,366
Stone and products.....	549	2,275	2,264	3,949	10,061	12,487
Non-metallic products, other.....	428	1,545	1,510	2,992	11,755	11,169
<b>TOTAL</b> .....	<b>12,281</b>	<b>58,843</b>	<b>50,373</b>	<b>66,261</b>	<b>321,087</b>	<b>298,742</b>
<b>Chemicals and Allied Products:</b>						
Acids.....	116	405	328	872	2,345	2,262
Cellulose products.....	106	247	437	998	2,539	3,094
Drugs and medicines.....	277	1,032	1,197	2,178	8,340	9,047
Dyeing and tanning materials.....	306	915	652	2,018	5,881	5,817
Fertilizers.....	103	529	783	1,245	3,262	3,654
Paints and varnishes.....	266	1,174	887	1,970	8,755	7,405
Inorganic chemicals, n.o.p.....	851	1,742	1,582	4,156	9,559	11,029
Synthetic resins and products.....	72	1,272	1,165	479	9,357	8,978
Chemical products, other.....	619	2,873	2,894	4,550	18,845	22,119
<b>TOTAL</b> .....	<b>2,716</b>	<b>10,188</b>	<b>9,925</b>	<b>18,465</b>	<b>68,884</b>	<b>73,405</b>
<b>Miscellaneous Commodities:</b>						
Films.....	87	358	289	831	2,022	2,260
Toys and sporting goods.....	204	339	594	1,229	1,970	3,269
Refrigerators and parts.....	70	305	776	951	3,680	4,225
Musical instruments.....	85	206	173	691	1,952	2,213
Scientific equipment.....	431	1,411	1,546	2,476	10,328	12,000
Aircraft and parts.....	248	641	1,134	1,773	4,356	9,064
Works of art.....	47	246	215	748	1,025	1,218
Canadian Tourists' purchases.....	702	21	2,977	3,977	246	12,299
Parcels of small value.....	335	918	1,470	2,605	4,457	8,125
Wax, mineral and vegetable.....	25	170	94	228	1,311	1,145
Miscellaneous consumer goods.....	365	523	849	2,840	3,853	5,475
Miscellaneous.....	722	2,167	1,431	5,116	17,882	14,108
Canadian goods returned.....	144	1,200	453	1,203	4,667	3,559
Non-commercial articles.....	334	1,780	2,003	2,062	10,294	9,818
<b>TOTAL</b> .....	<b>3,798</b>	<b>10,284</b>	<b>14,004</b>	<b>26,729</b>	<b>68,042</b>	<b>88,777</b>



# Trade and Tariff Regulations

## Effect of Devaluation on Import Permits Outlined

Canadian Government Trade Commissioners in the following Commonwealth countries have supplied the information set forth below on the effect of devaluation of the pound sterling on import permits:

*United Kingdom.*—In regard to token imports, the Board of Trade states that import licences issued before devaluation are being adjusted to meet the new exchange rate. The future position is under consideration.

*Australia.*—Import licences issued prior to September 16 will be honoured and supplementary exchange provided, if required. It is also authoritatively stated that all quotas authorized for the present licensing period, that is, to the end of September, will be honoured, and supplementary exchange provided even if such licences are not yet taken up. Exporters can be assured that all firm orders are protected.

*New Zealand.*—Where a licence holder had covered himself with forward exchange, increased licences will be issued to allow goods to enter. If exchange had not been covered by forward purchase and an additional licence is required, the licence holder must make application. In most cases, increases will be granted to cover the original dollar value of licences.

*Union of South Africa.*—Regarding import licences and devaluation, the Minister for Economic Affairs stated: "It has been decided that, for the purpose of import control, the f.o.b. cost of goods shipped from any country, including the countries which have devalued on or after September 17, 1949, will be calculated at the local selling rate of exchange ruling as at September 17. This will continue until further notice." The Minister's statement is taken to mean that import licences are being interpreted to cover the new value of the Canadian dollar and that existing Canadian orders are not affected.

*India.*—The only information so far available is contained in a government press note reading: "First, in respect of irrevocable letters of credit open on or before September 17, 1949, against which remittances have not yet been made, if the c.i.f. value specified in the import licence is not sufficient to cover the rupee value of the shipment made against these letters of credit, the c.i.f. value specified in the licence should be deemed to have been increased to the extent necessary to accommodate the altered rupee equivalent of the letters of credit concerned. Second, in other cases, for any shipments made on or before September 21, 1949, otherwise than against letters of credit, where remittances have not been made and where the unutilized portion of the licence does not cover the current rupee value of these shipments, the import licence should be deemed to be valid to meet the cost of the shipments concerned provided these shipments would have been covered within the c.i.f. value at the exchange rate which existed on September 17, 1949." At the time of cabling, exchange rates had not been established and banks had not received instructions from the Reserve Bank of India. No decision had been reached on September 23 concerning payment covering import permits issued but not utilized prior to September 17.

*Jamaica.*—All import permits for Canadian products are made out in dollar value and there is no intention on the part of the government to interfere with any valid permits due to devaluation. Importers who may not have covered will have to find more sterling to buy the dollars required or cancel their orders.

*Trinidad.*—According to the banks, the majority of importers having dollar commitments appear to have covered at the old rate; otherwise they will have to buy dollars at the new rate of B.W.I. \$1.56½ for sight drafts.

## Trade and Tariff Regulations—*Concluded*

### Argentina Suspends Currency Quotations

Buenos Aires, September 20, 1949.—(FTS)—Argentina yesterday suspended all currency quotations until further notice. It is officially denied there is any intention of devaluing the peso. Some readjustment of certain rates of exchange is possible, however.

### Peru Enforces New Customs Tariff

LIMA, September 23, 1949.—(FTS).—The new tariff of Peru will go into force on September 26, 1949. This is in accordance with a decree issued last July 1, which provided for a modification of prevailing customs duties to bring them into closer relation with the real value of products imported into the country.

(Editor's Note.—The Commercial Relations and Foreign Tariffs Division, Department of Trade and Commerce, expects to receive a copy of the new tariff shortly, and will then be in a position to advise interested Canadian exporters as to the revised rates.)

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## Trade Fairs and Exhibitions

The following list of forthcoming trade fairs and exhibitions, compiled by the British Board of Trade Journal, is reproduced for the information of Canadian exporters and buyers:

### United Kingdom

#### *Manchester, First National Packaging Exhibition—*

October 5-15, 1949. At City Hall, Deansgate, Manchester. Apply Provincial Exhibitions Ltd., at above address.

#### *British Textile Machinery and Accessories Exhibition (International)—*

October 12-22, 1949. At Belle Vue, Manchester. Apply to Textile Recorder Machinery and Accessories Exhibition Ltd., Old Colony House, South King Street, Manchester, 2.

#### *International Bicycle and Motor Cycle Exhibition—*

October 21-29, 1949. At Earls Court, London. Apply to the British Cycle and Motor Cycle Manufacturers and Traders' Union Ltd., The Towers, Warwick Road, Coventry.

#### *Sixty-third Annual Dairy Show—*

October 25-28, 1949. At Olympia. Apply to British Dairy Farmers' Association, 17 Devonshire Street, London, W.1.

#### *Thirty-eighth Annual Scottish Motor Exhibition—*

November 11-19, 1949. At Kelvin Hall, Glasgow. Apply to Secretary, Scottish Motor Trades Association Ltd., 3 Palmeston Place, Edinburgh, 12.

#### *Building Trades Exhibition—*

November 17-December 1, 1949. At Olympia. Apply to Building Trades Exhibition Ltd., 4 Vernon Place, Southampton Row, W.C.1.

#### *Smithfield Show and Agricultural Machinery Exhibition—*

December 5-9, 1949. At Earls Court. Apply to The Smithfield Show Joint Committee, 148 Piccadilly, W.1.

### 1950

#### *First Display Equipment Exhibition—*

January 23-28, 1950. At Royal Horticultural Hall, Westminster, S.W.1. Apply Exhibition Office, 395A Edgware Road, London, W.2.

#### *British Furniture Trades Exhibition—*

February 14-24, 1950. At Earls Court. Apply to B.F.M. Exhibitions Ltd., 641 Grand Buildings, Trafalgar Square, London, W.C.2.

#### *Exhibition of British Components, Valves and Test Gear for the Radio, Television and Telecommunications Industry—*

April 17-19, 1950. At Grosvenor House (Great Hall), London, W.1. Apply to Radio and Electronic Component Manufacturers' Federation, 22 Surrey Street, Strand, W.C.2.



# Trade Representatives Appointed for Vancouver and St. John's Offices

*L. V. M. Cosgrave, formerly in Shanghai, will be Western Representative—W. F. Rendell, formerly in London, will serve as Newfoundland Representative of Department of Trade and Commerce.*

**B**USINESSMEN in British Columbia and Newfoundland will have at their disposal the services of trade commissioners with a wealth of experience in the development of commercial relations with other countries. L. V. Moore Cosgrave, who was Commercial Counsellor for the Canada in Shanghai, until recently, will assume responsibility for the office in Vancouver of the Department of Trade and Commerce, as Western Representative. W. F. Rendell, who was formerly Trade Commissioner for Newfoundland, in London, is returning to St. John's, where he will serve as Newfoundland Representative of the Department of Trade and Commerce.



**L. V. Moore Cosgrave**

Lawrence Vincent Moore Cosgrave was born in Toronto, in 1890, and received his early education in that city. He graduated from the Royal Military College of Canada and afterwards attended McGill University, where he specialized in science and railway transportation. Prior to joining the Canadian Trade Commissioner Service, in February, 1922, he made a tour of world ports, studying transportation problems. He was also a Canadian member of the Inter-Empire Trade Committee, at Wembley Exhibition, and outlined marketing problems within the British Commonwealth and Empire.

Colonel Cosgrave was posted to London in 1923, as an assistant trade commissioner, and to Shanghai, in 1925, as trade commissioner.

He was transferred to Melbourne, Australia, in December, 1934, and to Sydney in 1936. He was appointed military attaché to the Office of the Canadian High Commissioner, in Canberra, in January, 1943. Colonel Cosgrave accepted, on behalf of Canada, the unconditional surrender of Japan, aboard the U.S.S. Missouri, in 1945. The following year, he was posted to Shanghai as Commercial Counsellor for Canada. Colonel Cosgrave saw service throughout the first world war with the Canadian Field Artillery, being awarded the D.S.O. and Bar, and the French Croix de Guerre. He commanded the 1st Brigade, C.F.A., with the Army of Occupation, in Germany, and was demobilized in May, 1919.

Colonel Cosgrave succeeds H. W. Brighton, another former trade commissioner, who died suddenly on February 16, 1949. Mr. Rendell succeeds R. Campbell Smith, who has been transferred to Ottawa, as Private Secretary to the Minister of Trade and Commerce.

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## New Zealand Invites Tenders for Transformer

Wellington, August 3, 1949.—Tenders have been called by the New Zealand Hydro-Electric Department for a 12,000 KVA 11 kv regulating transformer for Islington sub-station, in Christchurch. Tenders close on February 7, 1950.

(Editor's Note.—Specifications are available in the office of the New Zealand Trade Commissioner, Montreal.)

#### **Dr. W. C. Hopper Transferred to Washington**



**Dr. W. C. Hopper**

DR. WILBERT CLAYTON HOPPER, Commercial Secretary for Canada (Agricultural Specialist) in Wellington, New Zealand, is being transferred to Washington, where he will succeed Mr. G. R. Paterson. Born at Chelsea, Que., Dr. Hopper graduated from the University of Toronto, from which he received a Bachelor of Science (Agriculture) degree. He afterwards obtained degrees of M.S. and Ph. D. from Cornell University, Ithaca, New York. Dr. Hopper joined the Canadian Trade Commissioner Service, as an agricultural specialist, in November, 1946, and was posted to Sydney, Australia, in September, 1947. The following year, he was transferred to New Zealand.

Prior to joining the Canadian Trade Commissioner Service, Dr. Hopper was Chief Assistant for ten years in the Division of Field Husbandry, Central Experimental Farm, Ottawa. He spent five years on the staff of the Department of Agricultural Economics, at Cornell University, three years as Secretary of the Dominion Marketing Board, Department of Agriculture, Ottawa, and for nine years was Principal Economist, Department of Agriculture, Ottawa.

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#### **G. R. Paterson Transferred to Post in Ottawa**



**G. R. Paterson**

GEORGE ROSCOE PATERSON, Agricultural Counsellor at the Canadian Embassy, in Washington, is being transferred to Ottawa as Assistant to the Director of the Canadian Trade Commissioner Service. He will supervise and direct the work of agricultural specialists in the field, bringing to headquarters a wealth of experience gained abroad. He was elected chairman of the International Emergency Food Committee, of the Food and Agriculture Organization of the United Nations, in June, 1948. Mr. Paterson was born at Scarborough, Ont., in 1898, and graduated from the University of Toronto (Ontario Agricultural College, at Guelph) in 1924 with a B.S.A. degree. He secured his M.S. degree at Iowa State College,

Ames, Iowa, in 1926. Mr. Paterson joined the Canadian Trade Commissioner Service in 1939, being appointed Assistant Trade Commissioner in London. The following year he was promoted Trade Commissioner in London, and was transferred to Washington in November, 1943.

Prior to joining the Canadian Trade Commissioner Service, Mr. Paterson was employed as a marketing specialist and agricultural representative with the Ontario Department of Agriculture. During and since the war, he has represented Canada on a number of committees, including the Inter-Allied Relief Committee, London, 1942-43; Hot Springs Conference, 1943; UNRRA Conference, in Atlantic City, 1943; UNRRA Conference, in Montreal, 1944; First FAO Conference, in Quebec City, 1945; and Combined Food Board, in Washington, 1943-46. He has been Canadian member of the IEFCA since July, 1946, and served as chairman of the meat committee of that organization.

## **R. Campbell Smith Appointed Private Secretary to Minister**



**R. Campbell Smith**

ROBERT CAMPBELL SMITH, formerly Commercial Secretary for Canada in Newfoundland, and, after Union, Newfoundland Representative of the Department of Trade and Commerce, has been appointed Private Secretary to the Minister of Trade and Commerce. Mr. Smith was born in Vancouver, B.C., in March, 1918, and graduated from the University of British Columbia with a Bachelor of Commerce degree. He served during the war with the Royal Canadian Naval Volunteer Reserve, and joined the Canadian Trade Commissioner Service after his retirement in September, 1945. Mr. Smith was posted to Cairo in June, 1946, as Acting Canadian Government Trade Commissioner, and transferred to St. John's in May, 1948.

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## **C. R. Gallow Appointed to Asia Desk**



**C. R. Gallow**

CHARLES REID GALLOW, formerly Commercial Secretary for Canada in Bombay, has returned to Canada, and has been appointed Area Officer in charge of the Asia Section of the Canadian Trade Commissioner Service. He was born in Toronto, in September, 1913, and graduated from the University of Toronto with a B.A. degree. After serving with the Canadian Army from September, 1939, till November, 1945, he joined the Canadian Trade Commissioner Service. Mr. Gallow was posted to Hong Kong, in July, 1946, as assistant trade commissioner in charge of the office there, and transferred in 1948 to Bombay, as Acting Commercial Secretary for Canada.

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## **ECA Assists Electrical Engineers to Tour Industry**

Washington, September 14, 1949.—Seventeen representatives of the heavy electrical equipment manufacturing industry are visiting the United States for six weeks under the first ECA industrial technical assistance project for France.

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## **Licences of Gift Distribution Firms Revoked**

Frankfurt-am-Main, September 8, 1949.—(FTS)—Thirty commercial gift distribution firms, located in Austria, Belgium, Berlin, France, Germany, Lichtenstein, Switzerland and the United States, have had their licences revoked by the Joint Export-Import Agency. A ring of German and Greek nationals, all of whom were involved in a gift parcel racket in Bremen, have been arrested. At the same time, JEIA revoked the licence of the Peter Gay firm, a large international shipper with headquarters in Denmark. This firm, which imported large quantities of food under gift shipment regulations, was reportedly linked with the black market ring.



# Trade Commissioners on Tour

**C**ANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, and to discuss the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the areas concerned:

## Ottawa—Foreign Trade Service, Department of Trade and Commerce

Brantford—Board of Trade.  
 Calgary—Board of Trade.  
 Charlottetown—Board of Trade.  
 Edmonton—Canadian Manufacturers' Association.  
 Fredericton—Chamber of Commerce.  
 Galt—Board of Trade.  
 Goderich—Board of Trade.  
 Granby—Chamber of Commerce.  
 Halifax—Board of Trade.  
 Hamilton—Chamber of Commerce.  
 Kingston—Chamber of Commerce.  
 Kitchener—Chamber of Commerce.  
 London—Chamber of Commerce.  
 Moncton—Board of Trade.  
 Montreal—Montreal Board of Trade.  
 Niagara Falls—Chamber of Commerce  
 Pembroke—Chamber of Commerce.  
 Quebec City—Board of Trade.  
 Regina—Chamber of Commerce.

Saint John—Board of Trade.  
 Sarnia—Chamber of Commerce.  
 Saskatoon—Board of Trade.  
 Sherbrooke—Chamber of Commerce.  
 St. Catharines—Chamber of Commerce.  
 St. John's—Department of Trade and Commerce, Stott Building.  
 Stratford—Board of Trade.  
 Toronto—Canadian Manufacturers' Association.  
 Vancouver—Department of Trade and Commerce, 355 Burrard Street.  
 Victoria—Department of Trade and Industry.  
 Welland—Board of Trade.  
 Windsor—Chamber of Commerce.  
 Winnipeg—Canadian Manufacturers' Association.  
 Woodstock—Board of Trade.

**L. H. Ausman**, Canadian Government Trade Commissioner in Leopoldville, has returned home on leave, and is now touring Canada from coast to coast, to meet businessmen interested in trading with the Belgian Congo, Angola and French Equatorial Africa.

Saint John—October 4-5.  
 Halifax—October 7.  
 Quebec City—October 12.  
 Montreal—October 13-29.  
 Ottawa—October 31-November 1.

Winnipeg—November 7.  
 Swift Current—November 9.  
 Calgary—November 10.  
 Vancouver-Victoria—November 12-18.

**C. J. Van Tighem**, Commercial Secretary for Canada in Lima, Peru, has returned home on leave and is touring Canada, discussing with businessmen the further development of trade with Peru and Ecuador. On conclusion of his stay in Canada, Mr. Van Tighem will proceed to São Paulo, Brazil, as Canadian Government Trade Commissioner, succeeding Mr. J. C. Depocas in that post.

Winnipeg—October 17.  
 Windsor—October 21.  
 London—October 24.  
 Goderich, Kincardine—October 25.  
 Kitchener, Waterloo—October 26.  
 Elora, Fergus—October 27.  
 Galt—October 28.  
 Stratford—October 29.  
 Brantford—October 31.  
 Woodstock—November 2.

Hamilton—November 3-4.  
 Niagara Falls—November 5.  
 St. Catharines—November 7.  
 Welland—November 8.  
 Toronto—November 9-19.  
 Batawa, Deseronto—November 21.  
 Kingston, Brockville—November 22.  
 Ottawa—November 22-23.  
 Pembroke, Douglas—November 24.  
 New York City—November 27.

**C. M. Croft**, Commercial Counsellor for Canada in Sydney, Australia, has returned home on leave, and is now touring Canada, visiting businessmen interested in trading with Australia.

Winnipeg—October 3-4.

Vancouver-Victoria—October 7-20.

**L. S. Glass**, Canadian Government Trade Commissioner in Lisbon, Portugal, has returned home on leave, and is touring Canada, discussing with businessmen in many of the leading centres trade conditions in Portugal, Spain and other areas in his territory, such as the Azores, Madeira, Spanish Morocco, the Canary Islands and Gibraltar.

Toronto—October 3-15.

Hamilton—October 17.

Niagara Falls—October 18.

St. Catharines-Welland—October 19.

Brantford—October 20.

Kitchener—October 21.

Montreal—October 24-November 8.

Ottawa—November 10.

**Bruce A. Macdonald**, Commercial Secretary for Canada in Brussels, returned home on leave last June, and commenced his tour of Canada in June, continuing until the middle of July. It will now be resumed, commencing in Ottawa on October 3.

Ottawa—October 3-8.

Montreal—October 11-22.

Quebec City—October 24-25.

Saint John—October 27.

Halifax—October 29.

**E. H. Maguire**, Commercial Secretary for Canada in Santiago, Chile, has returned home on leave, and will commence his tour of Canada on October 3, discussing with businessmen trade conditions in Chile and Bolivia.

Vancouver, Victoria—October 3-14.

Winnipeg—October 17.

Toronto—October 19-November 2.

Guelph—November 3.

Kitchener—November 4.

Hamilton—November 7.

St. Catharines—November 8.

Welland, Niagara Falls—November 9.

Brantford—November 10.

London—November 11.

Windsor—November 14.

Sarnia—November 15.

Kingston, Gananoque—November 17.

Montreal—November 18-December 1.

Quebec City—December 2.

Saint John—December 5.

Halifax—December 7.

Ottawa—December 9-16.

**Frederick H. Palmer**, who has returned from Stockholm, Sweden, where he was Commercial Counsellor for Canada and Charge d'Affaires at the Canadian Legation, is now on tour in this country, prior to his departure next November for Manila, in the Philippine Islands, to open a new office for the Canadian Trade Commissioner Service.

Toronto—September 23-October 5.

Ottawa—October 6-8.

Winnipeg—October 11.

Edmonton—October 13.

Vancouver-Victoria—October 18-29.

**Howard W. Richardson**, Canadian Government Trade Commissioner in Bogotá, Colombia, has returned home on leave. He is making a tour of Canada, discussing trade conditions in Colombia, Panama and the Canal Zone with businessmen interested in that territory.

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### South African Furniture Business Good

Furniture factories in South Africa report a steady volume of production. A number of dealers have been holding stock-taking sales and report trade fairly brisk. Stocks are plentiful but by no means excessive. —(*Barclays Bank Review*)



## Ocean-Going Sailing Schedules

Information contained in the following list of sailings is furnished by the steamship companies and agents concerned. This is the latest available, and is subject to change after *Foreign Trade* has gone to press.

The loading date and name of ship are not indicated in some instances, as information available is not sufficiently definite to mention the ship concerned. Exporters should seek further details from the operator or agent mentioned.

Ships loading within ten days of the publication date of this issue are not included.

### DEPARTURES FROM MONTREAL

\* Calls at Quebec. † Calls at Halifax several days later.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Aden—</b>			
Port Aden.....	November 5-11	<i>Myrmidon</i>	Cunard Donaldson
<b>Africa-South and East—</b>			
Cape Town.....	October 3-13	<i>Cargill</i>	Elder Dempster
Port Elizabeth.....	October 15-25	<i>A Ship</i>	March Shipping
East London.....	October 20-23	<i>Langfonn</i>	Shipping Limited
Durban.....	November 1	<i>Thorstrand</i>	Kerr Steamships
	November 1-12	<i>Cabano</i>	Elder Dempster
	November 20	<i>Thorshall</i>	Kerr Steamships
	November 25	<i>Norden</i>	Shipping Limited
Beira.....	October 3-13	<i>Cargill</i>	Elder Dempster
	November 1-12	<i>Cabano</i>	Elder Dempster
Lourenço Marques..	November 1	<i>Thorstrand</i>	Kerr Steamships
Beira.....	November 20	<i>Thorshall</i>	Kerr Steamships
Mombasa.....			
Lourenço Marques...	October 3-13	<i>Cargill</i>	Elder Dempster
	October 20-23	<i>Langfonn</i>	Shipping Limited
	November 1-12	<i>Cabano</i>	Elder Dempster
	November 25	<i>Norden</i>	Shipping Limited
<b>Argentina—</b>			
Buenos Aires.....	October 18-19	<i>Mormacmar</i>	Montreal Shipping
	October 24-29	<i>Bowplate</i>	Cunard Donaldson
	Late October	<i>Highland Prince</i>	Furness Withy
	November 10-11	<i>Mormacsaga</i>	Montreal Shipping
<b>Australia—</b>			
Brisbane.....	October 21-23	<i>Kaimata</i>	Montreal Australia
Sydney.....			New Zealand Line
Geelong.....			Montreal Australia
Melbourne.....			New Zealand Line
Adelaide.....	Mid-November	<i>City of St. Albans</i>	
<b>Brazil—</b>			
Rio de Janerio.....	October 18-19	<i>Mormacmar</i>	Montreal Shipping
Santos.....	October 24-29	<i>Bowplate</i>	Cunard Donaldson
	Late October	<i>Highland Prince</i>	Furness Withy
	November 10-11	<i>Mormacsaga</i>	Montreal Shipping



# DEPARTURES FROM MONTREAL—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Belgium—</b> Antwerp.....	October 12	<i>Prins Johan Willem Friso</i>	Shipping Limited
	October 13	<i>Ravnefjell</i>	Brock Shipping
	October 14	<i>Prins Frederik Hendrik</i>	Shipping Limited
	October 14-18	<i>Erland</i>	Swedish American
	October 14-20	<i>Saint Malo</i>	Furness Withy
	October 20	<i>Brant County</i>	Canada Steamships
	October 21-27	<i>Mont Gaspe</i>	Montreal Shipping
	October 22	<i>Prins Willem IV</i>	Shipping Limited
	October 27	<i>Rutenfjell</i>	Brock Shipping
	October 24-31	<i>Vasaholm</i>	Swedish American
	Oct. 26-Nov. 2	<i>Beaconsfield</i>	Cunard Donaldson
	November 2	<i>Prins Willem III</i>	Shipping Limited
	November 3-9	<i>Stegesholm</i>	Swedish American
	November 9	<i>Prins Alexander</i>	Shipping Limited
	November 5-12	<i>Polykarp</i>	Swedish American
	November 10	<i>Svane fjell</i>	Brock Shipping
	November 12-19	<i>Wanstead</i>	Cunard Donaldson
	November 15	<i>Prins Johan Willem Friso</i>	Shipping Limited
	November 21	<i>Prins Maurits</i>	Shipping Limited
	November 24	<i>Carmelfjell</i>	Shipping Limited
	November 25	<i>Prins Willem Van Oranje</i>	Shipping Limited
<b>British Honduras—</b> Belize.....	October 28-29	† <i>Congo</i>	Saguenay Terminals
<b>Canal Zone—</b> Cristobal.....	October 28-29	† <i>Congo</i>	Saguenay Terminals
<b>Ceylon—</b> Colombo.....	October 15 Oct. 29-Nov. 7 November 15	<i>City of Khios</i> <i>Oceanside</i> <i>City of Carlisle</i>	McLean Kennedy March Shipping McLean Kennedy
<b>Colombia—</b> Barranquilla.....	October 5-11 November 10-17	† <i>Svaneholm</i> † <i>Vigor</i>	Swedish American Swedish American
<b>Cuba—</b> Havana.....	October 15-20 October 28-29 Oct. 29-Nov. 4	† <i>Tidaholm</i> † <i>Congo</i> † <i>Tunaholm</i>	Swedish American Saguenay Terminals Swedish American
<b>Denmark—</b> Copenhagen.....	October 14-18	<i>Erland</i>	Swedish American
	October 24-31	<i>Vasaholm</i>	Swedish American
	November 1-2	<i>Ragneborg</i>	Montreal Shipping
	November 3-9	<i>Stegesholm</i>	Swedish American
	November 5-12	<i>Polykarp</i>	Swedish American
	November 6	<i>Hemsefjell</i>	Brock Shipping
	November 22	<i>Makefjell</i>	Brock Shipping
<b>Egypt—</b> Alexandria..... Port Said.....	November 5-11	<i>Myrmidon</i>	Cunard Donaldson
<b>France—</b> Le Havre.....	October 12	<i>Prins Johan Willem Friso</i>	Shipping Limited
	October 14	<i>Prins Frederik Hendrik</i>	Shipping Limited
	October 14-18	<i>Erland</i>	Swedish American
	October 14-20	<i>Saint Malo</i>	Furness Withy
	October 15-20	<i>Capo Arma</i>	Furness Withy
	October 17-22	<i>Vasaholm</i>	Swedish American
	October 20	<i>Brant County</i>	Canada Steamships
	October 22	<i>Prins Willem IV</i>	Shipping Limited
	November 2	<i>Prins Willem III</i>	Shipping Limited
	November 9	<i>Prins Alexander</i>	Shipping Limited
	November 10-14	<i>Polykarp</i>	Swedish American
	November 15	<i>Prins John Willem Friso</i>	Shipping Limited
	November 21	<i>Prins Maurits</i>	Shipping Limited
	November 25	<i>Prins Willem Van Oranje</i>	Shipping Limited

# DEPARTURES FROM MONTREAL—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Finland—</b> Helsinki.....	{October 14-18 October 24-31 November 3-9 November 5-12	<i>Erland</i> <i>Vasaholm</i> <i>Stegholm</i> <i>Polykarp</i>	Swedish American Swedish American Swedish American Swedish American
<b>Germany—</b> Hamburg.....	{October 12 October 14 October 14-18 October 21-27 October 22 October 24-31 Oct. 26-Nov. 2 November 2 November 3-9 November 5-12 November 9 November 12-19 November 15  November 21 November 25	<i>Prins Johan Willem</i> <i>Friso</i> <i>Prins Frederik Hendrik</i> <i>Erland</i> <i>Mont Gaspe</i> <i>Prins Willem IV</i> <i>Vasaholm</i> <i>Beaconsfield</i> <i>Prins Willem III</i> <i>Stegholm</i> <i>Polykarp</i> <i>Prins Alexander</i> <i>Wanstead</i> <i>Prins Johan Willem</i> <i>Friso</i> <i>Prins Maurits</i> <i>Prins Willem Van</i> <i>Oranje</i>	Shipping Limited Shipping Limited Swedish American Montreal Shipping Shipping Limited Swedish American Cunard Donaldson Shipping Limited Swedish American Shipping Limited Cunard Donaldson  Shipping Limited Shipping Limited  Shipping Limited
<b>Guatemala—</b> Puerto Barrios.....	October 28-29	† <i>Congo</i>	Saguenay Terminals
<b>Hong Kong.....</b>	{October 15-17 Oct. 28-Nov. 13	<i>City of Coventry</i> <i>Menestheus</i>	McLean Kennedy Cunard Donaldson
<b>India—</b> Bombay..... Madras..... Calcutta.....	{October 15 Oct. 29-Nov. 7 November 15	<i>City of Khios</i> <i>Oceanside</i> <i>City of Carlisle</i>	McLean Kennedy March Shipping McLean Kennedy
<b>Indonesia—</b> Batavia..... Samarang..... Soerabaya..... Cheribon..... Belawan-Deli.....	{November 5-11	<i>Myrmidon</i>	Cunard Donaldson
<b>Ireland—</b> Dublin..... Dublin..... Cork.....	{October 11-15 October 20	<i>Lord Glentoran</i> <i>A Ship</i>	McLean Kennedy Shipping Limited
<b>Italy—</b> West Coast Ports...	October 15-20	<i>Capo Arma</i>	Furness Withy
<b>Japan—</b> Kobe..... Yokohama.....	{Oct. 28-Nov. 3	<i>Menestheus</i>	Cunard Donaldson
<b>Malaya—</b> Penang..... Port Swettenham..	{November 5-11	<i>Myrmidon</i>	Cunard Donaldson
<b>Mexico—</b> Vera Cruz..... Tempico.....	{October 15-20 Oct. 29-Nov. 4	† <i>Tidaholm</i> † <i>Tunaholm</i>	Swedish American Swedish American
<b>Netherlands</b> <b>Antilles—</b> Curaçao.....	{October 15-11 November 10-17	† <i>Seaneholm</i> † <i>Vigor</i>	Swedish American Swedish American
<b>New Zealand—</b> Auckland..... Wellington..... Lyttelton..... Dunedin..... Bluff.....	{November 16-23	<i>City of Delhi</i>	Montreal Australia New Zealand Line

# DEPARTURES FROM MONTREAL—Continued

Destination	Loading Date	Vessel	Operator or Agent
	October 12	<i>Prins Johan Willem Friso</i>	Shipping Limited
	October 13	<i>Ravnefjell</i>	Brock Shipping
	October 14	<i>Prins Frederik Hendrik</i>	Shipping Limited
	October 14-18	<i>Erland</i>	Swedish American
	October 20	<i>Brant County</i>	Canada Steamships
	October 21-27	<i>Mont Gaspe</i>	Montreal Shipping
	October 22	<i>Prins Willem IV</i>	Shipping Limited
	October 24-31	<i>Vasaholm</i>	Swedish American
<b>Netherlands—</b>	Oct. 26-Nov. 2	<i>Beaconsfield</i>	Cunard Donaldson
Amsterdam.....	October 27	<i>Rutenfjell</i>	Brock Shipping
Rotterdam.....	November 2	<i>Prins Willem III</i>	Shipping Limited
	November 3-9	<i>Stegholm</i>	Swedish American
	November 5-12	<i>Polykarp</i>	Swedish American
	November 9	<i>Prins Alexander</i>	Shipping Limited
	November 10	<i>Svanefjell</i>	Brock Shipping
	November 12-19	<i>Wanstead</i>	Cunard Donaldson
	November 15	<i>Prins Johan Willem Friso</i>	Shipping Limited
	November 21	<i>Prins Maurits</i>	Shipping Limited
	November 24	<i>Carmelfjell</i>	Brock Shipping
	November 25	<i>Prins Willem Van Oranje</i>	Shipping Limited
<b>Northern Ireland—</b>			
Belfast.....	October 8-12	<i>Fanad Head</i>	McLean Kennedy
	October 23-27	<i>Ramore Head</i>	McLean Kennedy
<b>Norway—</b>			
Oslo.....	October 14-18	<i>Erland</i>	Swedish American
Kristiansand.....	October 24	<i>Topdalsfjord</i>	Kerr Steamships
Stavanger.....	October 24-31	<i>Vasaholm</i>	Swedish American
Bergen.....	November 3-9	<i>Stegholm</i>	Swedish American
	November 5-12	<i>Polykarp</i>	Swedish American
	November 6	<i>Hemsefjell</i>	Brock Shipping
	November 20	<i>A Ship</i>	Kerr Steamships
	November 22	<i>Makefjell</i>	Brock Shipping
<b>Pakistan—</b>			
Karachi.....	October 15	<i>City of Khios</i>	McLean Kennedy
	November 15	<i>City of Carlisle</i>	McLean Kennedy
Karachi.....	Oct. 29-Nov. 7	<i>Oceanside</i>	March Shipping
Chittagong.....			
<b>Philippines—</b>			
Manila.....	Oct. 28-Nov. 3	<i>Menestheus</i>	Cunard Donaldson
Cebu.....			
Manila.....	October 15-17	<i>City of Coventry</i>	McLean Kennedy
<b>Puerto Rico—</b>			
San Juan.....	October 5-11	† <i>Svanholm</i>	Swedish American
	November 10-17	† <i>Vigor</i>	Swedish American
<b>Saudi Arabia—</b>			
Jeddah.....	Oct. 29-Nov. 7	<i>Oceanside</i>	March Shipping
<b>Singapore</b> .....	October 15-17	<i>City of Coventry</i>	McLean Kennedy
	November 5-11	<i>Myrmidon</i>	Cunard Donaldson
<b>Sweden—</b>			
Gothenburg.....	October 14-18	<i>Erland</i>	Swedish American
Malmo.....	October 24-31	<i>Vasaholm</i>	Swedish American
Norrkoping.....	November 3-9	<i>Stegholm</i>	Swedish American
Stockholm.....	November 5-12	<i>Polykarp</i>	Swedish American
Malmo.....	November 1-2	<i>Ragneborg</i>	Montreal Shipping
Stockholm.....			
Gothenburg.....			
<b>United Kingdom—</b>			
Avonmouth.....	October 7-13	<i>Montreal City</i>	Furness Withy
Swansea.....	October 12-19	<i>Delilian (r)</i>	Cunard Donaldson
	October 21-26	<i>Bristol City</i>	Furness Withy
	Oct. 28-Nov. 4	<i>Dorelian (r)</i>	Cunard Donaldson
Glasgow.....	October 9-16	<i>Laurentia (r)</i>	Cunard Donaldson
	October 23-30	<i>Lismoria (r)</i>	Cunard Donaldson



# DEPARTURES FROM MONTREAL—Concluded

Destination	Loading Date	Vessel	Operator or Agent
<b>United Kingdom—</b>			
Con.			
Hull.....	(October 17-21 October 20-25)	<i>Consuelo</i> (r) <i>Triberg</i>	McLean Kennedy March Shipping
Leith.....	(October 7-12	<i>Cairnvalona</i>	Furness Withy
Newcastle.....	(October 26-31	<i>Cairnavon</i>	Furness Withy
	(October 8-12	<i>Fanad Head</i>	McLean Kennedy
	October 10	<i>Beaverburn</i>	Canadian Pacific
	October 11-15	<i>Lord Glentoran</i>	McLean Kennedy
	October 12-19	<i>Valacia</i> (r)	Cunard Donaldson
Liverpool.....	October 20-25	<i>Triberg</i>	March Shipping
	October 21	<i>Empress of Canada</i> (r)	Canadian Pacific
	October 23-27	<i>Ramore Head</i>	McLean Kennedy
	Late October.	<i>Arabia</i> (r)	Cunard Donaldson
	October 28	<i>Empress of France</i> (r)	Canadian Pacific
	(October 10-17	<i>Asia</i> (r)	Cunard Donaldson
	October 13	<i>Ravnefjell</i>	Brock Shipping
	October 19	* <i>Beaverglen</i> (r)	Canadian Pacific
London.....	October 21-27	<i>Hillcrest Park</i>	Cunard Donaldson
	October 27	<i>Beaverdell</i> (r)	Canadian Pacific
	October 27	<i>Rutenfjell</i>	Brock Shipping
	November 10	<i>Svanefjell</i>	Brock Shipping
	November 24	<i>Carmelfjell</i>	Brock Shipping
	(October 12-15	<i>Manchester Shipper</i> (r)	Furness Withy
Manchester.....	October 19-22	<i>Manchester Trader</i> (r)	Furness Withy
	October 26-29	<i>Manchester Port</i> (r)	Furness Withy
<b>Uruguay—</b>			
Montevideo.....	(October 18-19 October 24-29 Late October November 10-11)	<i>Mormacmar</i> <i>Bowplate</i> <i>Highland Park</i> <i>Mormacsaga</i>	Montreal Shipping Cunard Donaldson Furness Withy Montreal Shipping
<b>Venezuela—</b>			
La Guaira.....	October 5-11 November 10-17	† <i>Svanesholm</i>	Swedish American
Puerto Cabello.....		† <i>Vigor</i>	Swedish American
Maracaibo.....			
<b>West Indies—</b>			
Jamaica.....	(October 14	† <i>Canadian Conqueror</i>	Canadian National
	October 24	<i>Canadian Highlander</i>	Canadian National
Bahamas.....	November 4	† <i>Canadian Observer</i>	Canadian National
	November 14	<i>Canadian Victor</i>	Canadian National
	November 24	† <i>Canadian Conqueror</i>	Canadian National
Antigua.....	October 11-20 October 18-24 Oct. 25-Nov. 3 Oct. 26-Nov. 3 November 9-15 November 13-22 November 18-25	† <i>Alcoa Pegasus</i>	Alcoa Steamships
Barbados.....		† <i>Canadian Challenger</i> (r)	Canadian National
Bermuda.....		† <i>A Ship</i>	Alcoa Steamships
British Guiana.....		<i>Lady Rodney</i> (r)	Canadian National
Dominica.....		† <i>Canadian Constructor</i>	Canadian National
Grenada.....		† <i>A Ship</i>	Alcoa Steamships
Montserrat.....		<i>Lady Nelson</i> (r)	Canadian National
St. Kitts.....			
St. Lucia.....			
St. Vincent.....			
Trinidad.....			

## DEPARTURES FROM QUEBEC

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>United Kingdom—</b>			
Liverpool.....	October 20-24	<i>Franconia</i> (r)	Cunard Donaldson
London.....	October 22-27	<i>Samaria</i> (r)	Cunard Donaldson

## DEPARTURES FROM HALIFAX

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>United Kingdom—</b> Liverpool.....	{ October 11-15 October 24-29	<i>Nova Scotia</i> (r) <i>Newfoundland</i> (r)	Furness Withy Furness Withy
Southampton.....	{ October 13 November 3 November 24	<i>Aquitania</i> <i>Aquitania</i> <i>Aquitania</i>	Cunard Donaldson Cunard Donaldson Cunard Donaldson

## DEPARTURES FROM VANCOUVER

Ships listed under "Departures from Vancouver" may possibly be loading in addition at New Westminster. Exporters should communicate with agents in Vancouver to obtain information concerning loading dates, berths, available cargo space and rates.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Africa-South and East—</b> Cape Town..... Port Elizabeth..... East London..... Durban..... Lourenço Marques..	October November 11	<i>Ruysdael</i> <i>Raki</i>	Canadian Transport Dingwall Cotts
<b>Argentina—</b> Buenos Aires.....	November 5	<i>Falkanger</i>	Empire Shipping
<b>Australia—</b> Sydney..... Melbourne.....	{ October 20 Early November	<i>Sonoma</i> <i>Sierra</i>	Dingwall Cotts Dingwall Cotts
Sydney.....	October 20	<i>Aorangi</i>	Canadian Australasian
Sydney..... Melbourne..... Adelaide.....	Mid-November	<i>Mongabarra</i>	Empire Shipping
<b>Belgium—</b> Antwerp.....	{ October 26 November 7 November 8 November 29	<i>Golden Gate</i> (r) <i>Seattle</i> (r) <i>Wyoming</i> <i>Bio Bio</i> (r)	Gardner Johnson Empire Shipping Empire Shipping Gardner Johnson
<b>Brazil—</b> Rio de Janeiro..... Santos.....	{ November 5	<i>Falkanger</i>	Empire Shipping
<b>Burma—</b> Rangoon.....	October 14	<i>Manoeran</i>	Dingwall Cotts
<b>Canal Zone—</b> Balboa..... Panama City.....	{ October 27 November 6 November 10 November 11 November 17 November 20	<i>Coastal Nomad</i> <i>San Juana</i> (r) <i>Don Aurelio</i> <i>Santa Leonor</i> <i>Gunner's Knot</i> <i>Anchor Hitch</i>	Gardner Johnson Gardner Johnson Empire Shipping Gardner Johnson Gardner Johnson Gardner Johnson
Cristobal.....	{ October 27 November 17 November 20	<i>Coastal Nomad</i> <i>Gunner's Knot</i> <i>Anchor Hitch</i>	Gardner Johnson Gardner Johnson Gardner Johnson
<b>Ceylon—</b> Colombo.....	{ October 24 November 4 November 24	<i>Hoperidge</i> <i>Radja</i> <i>Höegh Merchant</i>	Dingwall Cotts Dingwall Cotts Dingwall Cotts
<b>Chile—</b> Arica..... Antofagasta..... Valparaiso.....	{ November 6 November 11	<i>Santa Juana</i> <i>Santa Leonor</i>	Gardner Johnson Gardner Johnson
Antofagasta..... Valparaiso.....	{ November 5	<i>Falkanger</i>	Empire Shipping

**DEPARTURES FROM VANCOUVER—Continued**

Destination	Loading Date	Vessel	Operator or Agent
<b>China—</b>			
Shanghai.....	November 11–12	<i>Java Mail</i>	Canadian Blue Star
Tsingtao.....			
Taku Bar.....			
Shanghai.....	October 14–15	<i>American Mail</i>	Canadian Blue Star
<b>Colombia—</b>	(October 27	<i>Coastal Nomad</i>	Gardner Johnson
Barranquilla.....	November 10	<i>Don Aurelio</i>	Empire Shipping
	November 17	<i>Gunner's Knot</i>	Gardner Johnson
	November 20	<i>Anchor Hitch</i>	Gardner Johnson
<b>Costa Rica—</b>			
Puntarenas.....	November 10	<i>Don Aurelio</i>	Empire Shipping
<b>Cuba—</b>			
Havana.....	Early November	<i>Sapho</i>	Empire Shipping
Santiago.....			
<b>Ecuador—</b>			
Guayaquil.....	November 6	<i>Santa Juana</i>	Gardner Johnson
	November 11	<i>Santa Leonor</i>	Gardner Johnson
<b>El Salvador—</b>			
La Libertad.....	(October 27	<i>Coastal Nomad</i>	Gardner Johnson
La Union.....	November 10	<i>Don Anselmo</i>	Empire Shipping
	November 17	<i>Gunner's Knot</i>	Gardner Johnson
	November 20	<i>Anchor Hitch</i>	Gardner Johnson
<b>Fiji —</b>			
Suva.....	(October 20	<i>Aorangi</i>	Canadian Australasian
	October	<i>Vesteroy</i>	Empire Shipping
<b>France—</b>			
Le Havre.....	November 8	<i>Wyoming</i>	Empire Shipping
Bordeaux.....			
Dunkirk.....			
<b>Germany—</b>			
Hamburg.....	(October 26	<i>Golden Gate (r)</i>	Gardner Johnson
	November 7	<i>Seattle (r)</i>	Gardner Johnson
	November 29	<i>Bio Bio (r)</i>	Gardner Johnson
<b>Guatemala—</b>			
San Jose.....	(October 27	<i>Coastal Nomad</i>	Gardner Johnson
Guatemala.....	November 10	<i>Don Aurelio</i>	Empire Shipping
	November 17	<i>Gunner's Knot</i>	Gardner Johnson
	November 20	<i>Anchor Hitch</i>	Gardner Johnson
<b>Hawaii—</b>			
Honolulu.....	October 20	<i>Aorangi</i>	Canadian Australasian
<b>Hong Kong.....</b>	(October	<i>Serampore</i>	Johnson Walton
	October 14–15	<i>American Mail</i>	Canadian Blue Star
	November 10	<i>Kookaburra</i>	Empire Shipping
	November 11–12	<i>Java Mail</i>	Canadian Blue Star
<b>India—</b>			
Bombay.....	(October 24	<i>Hoperidge</i>	Dingwall Cotts
	November 24	<i>Høegh Merchant</i>	Dingwall Cotts
Madras.....	October 14	<i>Manoeran</i>	Dingwall Cotts
Calcutta.....			
Bombay.....	November 14	<i>Zeeman</i>	Dingwall Cotts
Calcutta.....			
Bombay.....	November 4	<i>Radja</i>	Dingwall Cotts
Calcutta.....			
<b>Indonesia—</b>			
Batavia.....	(October 14	<i>Manoeran</i>	Dingwall Cotts
Samarang.....	October 24	<i>Hoperidge</i>	Dingwall Cotts
Soerabaya.....	November 4	<i>Radja</i>	Dingwall Cotts
Cheribon.....	November 14	<i>Zeeman</i>	Dingwall Cotts
	November 24	<i>Høegh Merchant</i>	Dingwall Cotts



# DEPARTURES FROM VANCOUVER—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Israel—</b> Haifa..... Tel-Aviv.....	Early November	<i>Sapho</i>	Empire Shipping
<b>Italy—</b> Genoa..... Naples..... Venice.....			
<b>Japan—</b> Yokohama.....	{October 14-15 October November 3-4 November 11-12	<i>American Mail</i> <i>Beaver State</i> <i>Oregon Mail</i> (r) <i>Java Mail</i>	Canadian Blue Star Anglo Canadian Canadian Blue Star Canadian Blue Star
<b>Malaya—</b> Penang..... Port Swettenham..	November 4	<i>Radja</i>	Dingwall Cotts
<b>Mexico—</b> Manzanillo..... Acapulco.....	{October 17 November 17 November 20	<i>Coastal Nomad</i> <i>Gunner's Knot</i> <i>Anchor Hitch</i>	Gardner Johnson Gardner Johnson Gardner Johnson
<b>Netherlands—</b> Rotterdam..... Amsterdam.....	November 8	<i>Wyoming</i>	Empire Shipping
<b>New Caledonia—</b> Noumea.....	November	<i>Thorscape</i>	Empire Shipping
<b>New Hebrides—</b> Port Vila.....	November	<i>Thorscape</i>	Empire Shipping
<b>New Zealand—</b> Wellington.....	October 20	<i>Sonoma</i>	Dingwall Cotts
<b>Auckland.....</b>	{October 20 Early November	<i>Aorangi</i> <i>Sierra</i>	Canadian Australasian Dingwall Cotts
<b>Pakistan—</b> Karachi.....	{October 24 November 24	<i>Hoperidge</i> <i>Höegh Merchant</i>	Dingwall Cotts Dingwall Cotts
<b>Panama—</b> Balboa..... Panama City.....	November 10	<i>Don Aurelio</i>	Empire Shipping
<b>Persian Gulf.....</b>	{October 24 November 24	<i>Hoperidge</i> <i>Höegh Merchant</i>	Dingwall Cotts Dingwall Cotts
<b>Peru—</b> Callao..... Mollendo.....  Callao.....	{November 6 November 11  November 5	<i>Santa Juana</i> (r) <i>Santa Leonor</i>  <i>Falkanger</i>	Gardner Johnson Gardner Johnson  Empire Shipping
<b>Philippines—</b> Manila..... Iloilo..... Cebu.....	October 14-15	<i>American Mail</i>	Canadian Blue Star
 Manila.....	{October October 14 October 24 November 3-4 November 4 November 11-12 November 14 November 24	<i>Serampore</i> <i>Manoeran</i> <i>Hoperidge</i> <i>Oregon Mail</i> (r) <i>Radja</i> <i>Java Mail</i> <i>Zeeman</i> <i>Höegh Merchant</i>	Johnson Walton Dingwall Cotts Dingwall Cotts Canadian Blue Star Dingwall Cotts Canadian Blue Star Dingwall Cotts Dingwall Cotts
<b>Manila.....</b> <b>Cebu.....</b>	November 10	<i>Kookaburra</i>	Empire Shipping
<b>Samoa—</b> Apia.....	November	<i>Thorscape</i>	Empire Shipping
<b>Pago-Pago.....</b>	{October 20 Early November	<i>Sonoma</i> <i>Sierra</i>	Dingwall Cotts Dingwall Cotts

# DEPARTURES FROM VANCOUVER—Concluded

Destination	Loading Date	Vessel	Operator or Agent
<b>Singapore</b> .....	October 14 October 24 November 3-4 November 4 November 14	<i>Manoeran</i> <i>Hoperidge</i> <i>Oregon Mail</i> (r) <i>Radja</i> <i>Zeeman</i>	Dingwall Cotts Dingwall Cotts Canadian Blue Star Dingwall Cotts Dingwall Cotts
<b>Society Islands—</b> Papeete.....	.. November	<i>Thorscape</i>	Dingwall Cotts
<b>Sweden—</b> Gothenburg..... Malmo..... Norrköping..... Stockholm.....	October 26 November 7 November 29	<i>Golden Gate</i> (r) <i>Seattle</i> (r) <i>Bio Bio</i> (r)	Gardner Johnson Gardner Johnson Gardner Johnson
<b>Trieste</b> .....	October 15	<i>Stromboli</i>	Empire Shipping
<b>United Kingdom—</b> Manchester.....	Mid-October Early November Early November Mid-November	<i>Pacific Importer</i> <i>Pacific Shipper</i> (r) <i>Pacific Nomad</i> <i>Pacific Exporter</i>	Furness Withy Furness Withy Furness Withy Furness Withy
Unstated Ports.....	October October October October October 13-28 Oct. 19-Nov. 3 October 26 November 7 November 11-26 November 29	<i>Madras City</i> <i>Bradford City</i> <i>Chumleigh</i> <i>Gulfside</i> <i>Lake Sicamous</i> <i>Lake Babine</i> <i>Golden Gate</i> (r) <i>Seattle</i> (r) <i>Lake Shawnigan</i> <i>Bio Bio</i> (r)	Dingwall Cotts Dingwall Cotts Seaboard Shipping Seaboard Shipping Anglo-Canadian Anglo-Canadian Gardner Johnson Gardner Johnson Empire Shipping Gardner Johnson
<b>Uruguay—</b> Montevideo.....	November 5	<i>Falkanger</i>	Empire Shipping
<b>Venezuela—</b> Maracaibo..... Puerto Cabello..... La Guaira.....	October 27 November 17 November 20	<i>Coastal Nomad</i> <i>Gunner's Knot</i> <i>Anchor Hitch</i>	Gardner Johnson Gardner Johnson Gardner Johnson

## Services to Newfoundland

Transportation is a major factor in the economy of Newfoundland, which is served by a number of steamship services operating the year round from Halifax and North Sydney, and from Montreal during the season of open navigation on the St. Lawrence. Trans-Canada Air Lines also maintains a daily service between Montreal and Gander Airport, via Moncton, N.B., and Sydney, N.S. Boston is likewise connected with Gander Airport, via Yarmouth, N.S., Saint John, N.B., and Halifax, N.S. Steamship companies, ports of call and the frequency of their services are as follows:

Charlottetown to Corner Brook, etc.	Fortnightly.....	PEI Industrial Corporation
Halifax to St. John's.....	Weekly.....	Furness Red Cross Line
Halifax to St. John's.....	Every three weeks...	Furness Warren Line
Halifax to St. John's.....	Every ten days.....	Newfoundland-Canada Steamships
Halifax to St. John's.....	Fortnightly.....	Rowlings
Halifax to St. John's.....	Weekly.....	Shaw Steamships
Montreal to St. John's.....	Every ten days.....	Blue Peter Steamships
Montreal to St. John's.....	Fortnightly.....	Clarke Steamships
Montreal to St. John's.....	Fortnightly.....	Clarke Steamships
Montreal to Corner Brook.....	Fortnightly.....	Newfoundland-Canada Steamships
Montreal to St. John's.....	Fortnightly.....	Canadian National Railways
North Sydney to Port aux Basques..	Daily, except Sunday	Furness Red Cross Line
Saint John to St. John's.....	Weekly.....	Newfoundland-Great Lakes SS.
Hamilton to St. John's.....	Fortnightly.....	Newfoundland-Great Lakes SS.
Toronto to St. John's.....	Fortnightly.....	

# Foreign Trade Service Abroad

Cable address:—Canadian, unless otherwise shown.

Note.—Bentley's Second Phase Code is used by Canadian Trade Commissioners.

## Argentina

**Buenos Aires**—H. L. BROWN, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.

Territory includes Uruguay and Paraguay.

**Buenos Aires**—W. B. McCULLOUGH, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Bartolomé Mitre 478.

## Australia

**Sydney**—C. M. CROFT, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

**Melbourne**—F. W. FRASER, Commercial Secretary for Canada, 83 William Street.

Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

## Belgian Congo

**Leopoldville**—L. H. AUSMAN, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boîte Postale 373.

Territory includes Angola and French Equatorial Africa.

## Belgium

**Brussels**—B. A. MACDONALD, Commercial Secretary, Canadian Embassy, 46 rue Montoyer.

Territory includes Luxembourg.

## Brazil

**Rio de Janeiro**—MAURICE BÉLANGER, Commercial Secretary, Canadian Embassy, Edifício Metropole. Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

**São Paulo**—Acting Canadian Government Trade Commissioner, Canadian Consulate, Edifício Alois, Rua 7 de Abril 252. Address for letters: Caixa Postal 6034.

## Chile

**Santiago**—E. H. MAGUIRE, Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771.

Territory includes Bolivia.

## China

**Shanghai**—B. I. RANKIN, Acting Commercial Secretary for Canada, 27 The Bund, Postal District (0).

## Guatemala

**Guatemala City**—J. C. DEPOCAS, Canadian Government Trade Commissioner, No. 20, 4th Avenue South. Address for letters: Post Office Box 400.

Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

## Colombia

**Bogotá**—H. W. RICHARDSON, Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.

Territory includes Republic of Panama and the Canal Zone.

## Cuba

**Havana**—A. W. EVANS, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Haiti, Dominican Republic and Puerto Rico.

## Egypt

**Cairo**—J. M. BOYER, Canadian Government Trade Commissioner, 22 Sharia Kasr el Nil. Address for letters: Post Office Box 1770.

Territory includes Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, Iraq, Lebanon, Saudi Arabia, Syria and the Hashemite Kingdom of the Jordan.

## France

**Paris**—J. P. MANION, Commercial Secretary, Canadian Embassy. Address for letters: 3 rue Scribe.

Territory includes Algeria, French Morocco and Tunisia.

**Paris**—J. H. TREMBLAY, Commercial Secretary (Agricultural Specialist), Canadian Embassy. Address for letters: 3 rue Scribe.

## Germany

**Frankfurt am Main**—B. J. BACHAND, Canadian Commercial Representative, Canadian Consulate, 145 Fuerstenbergerstrasse.

Cable address, Canadian Frankfurt-Main.

## Greece

**Athens**—T. J. MONTY, Commercial Secretary, Canadian Embassy, 31 Vasiliassis Sophias Avenue.

Territory includes Israel.



# Foreign Trade Service Abroad—Continued

## Hong Kong

*Hong Kong*—K. F. NOBLE, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.

Territory includes South China, the Philippine Islands and French Indo-China.

## India

*New Delhi*—RICHARD GREW, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 11.

*Bombay*—R. K. THOMSON, Acting Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

## Ireland

*Dublin*—H. L. E. PRIESTMAN, Commercial Secretary for Canada, 66 Upper O'Connell Street.

## Italy

*Rome*—R. G. C. SMITH, Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 15-17.

Territory includes Malta, Yugoslavia and Libya.

## Jamaica

*Kingston*—M. B. PALMER, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

## Japan

*Tokyo*—J. C. BRITTON, Commercial Representative, Canadian Liaison Mission, Canadian Legation Building.

## Mexico

*Mexico City*—D. S. COLE, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

## Netherlands

*The Hague*—J. A. LANGLEY, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

*The Hague*—D. A. B. MARSHALL, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Sophialaan 1-A.

(Territory includes Belgium, Denmark and Luxembourg.)

## New Zealand

*Wellington*—P. V. McLANE, Commercial Secretary, Office of the High Commissioner for Canada, Government Life Insurance Building. Address for letters: Post Office Box 1660.

Territory includes Fiji and Western Samoa.

*Wellington*—Dr. W. C. HOPPER, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Government Life Insurance Building. Address for letters: Post Office Box 1660.

## Norway

*Oslo*—S. G. MACDONALD, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.

Territory includes Denmark and Greenland.

## Pakistan

*Karachi*—G. A. BROWNE, Canadian Government Trade Commissioner, The Cotton Exchange, McLeod, Road. Address for letters: Post Office Box 531.

Territory includes Iran and Afghanistan.

## Peru

*Lima*—R. E. GRAVEL, Acting Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.

Territory includes Ecuador.

## Portugal

*Lisbon*—L. S. GLASS, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.

Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

## Singapore

*Singapore*—PAUL SYKES, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.

Territory includes Federation of Malaya, Indonesia, North Borneo, Brunei, Sarawak and Thailand.

## South Africa

*Johannesburg*—S. V. ALLEN, Commercial Secretary for Canada, Mutual Building, Harrison Street. Address for letters: Post Office Box 715.

Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, Kenya, Nyasaland, Tanganyika and Uganda.

Cable address, *Cantracom*.

# Foreign Trade Service Abroad—Concluded

**Cape Town**—C. B. BIRKETT, Commercial Secretary for Canada, New South African Mutual Buildings, 21 Parliament Street. Address for letters: Post Office Box 683.

Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.

*Cable address, Cantracom.*

## Sweden

**Stockholm**—D. B. MUNBY, Acting Commercial Secretary, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

## Switzerland

**Berne**—YVES LAMONTAGNE, Commercial Counsellor, Canadian Legation, Thunstrasse 95.

Territory includes Austria, Czechoslovakia and Hungary.

## Trinidad

**Port-of-Spain**—T. G. MAJOR, Canadian Government Trade Commissioner, 43 St. Vincent Street. Address for letters: Post Office Box 125.

Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana and the French West Indies.

## Turkey

**Istanbul**—G. F. G. HUGHES, Acting Commercial Secretary for Canada, 20 Yeni Carsi Caddesi, Beyoglu. Address for letters: Post Office Box 2220, Beyoglu.

## United Kingdom

**London**—A. E. BRYAN, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

*Cable address, Sleighing, London.*

**London**—R. P. BOWER, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Territory includes the South of England, East Anglia and the British West Africa (Gold Coast, Sierra Leone and Nigeria).

*Cable address, Sleighing, London.*

**London**—W. B. GORNALL, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

*Cable address, Cantracom, London.*

**London**—R. D. ROE, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

*Cable address, Timcom, London.*

**Liverpool**—M. J. VECHSLER, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

**Glasgow**—J. L. MUTTER, Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

*Cable address, Cantracom.*

**Belfast**—H. L. E. PRIESTMAN, Canadian Government Trade Commissioner, 36 Victoria Square.

Territory covers Northern Ireland.

## United States

**Washington**—J. H. ENGLISH, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

**Washington**—G. R. PATERSON, Agricultural Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

**New York City**—M. T. STEWART, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Center.

Territory includes Bermuda.

*Cable address, Cantracom.*

**New York City**—M. B. BURSEY, Canadian Government Trade Commissioner (Fisheries Specialist), British Empire Building, Rockefeller Center.

**Boston**—T. F. M. NEWTON, Consul of Canada, 532 Little Building, 80 Boylston Street, Boston 16.

**Detroit**—J. J. HURLEY, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit 26, Michigan.

**Chicago**—EDMOND TURCOTTE, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

**Los Angeles**—V. E. DUCLOS, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

**San Francisco**—H. A. SCOTT, Consul-General of Canada, 3rd floor, Kohl Building, 400 Montgomery Street.

## Venezuela

**Caracas**—C. S. BISSETT, Canadian Government Trade Commissioner, Canadian Consulate General, 8° Piso, Edificio America, Esquina Veroes.

Territory includes Netherlands Antilles.



# Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Foreign exchange quotations were suspended on Monday, September 19. Those available on September 25 are shown below. It is expected that the remaining quotations will be available for publication in the October 8 issue of *Foreign Trade*.

Country	Monetary Unit		Nominal Quotations Sept. 17	Nominal Quotations Sept. 20	Nominal Quotations Sept. 26
Argentina.....	Peso	Off. Free	·2977	.....	.....
Australia.....	Pound	.....	·2055	.....	.....
Belgium and Belgium Congo.....	Franc	.....	3·2240	2·4640	2·4640
Bolivia.....	Boliviano	.....	·0228	.....	·0220
British West Indies (except Jamaica).....	Dollar	.....	·0238	.....	·0262
Brazil.....	Cruzeiro	.....	·8396	·6417	·6416
Burma.....	Rupee	.....	·0544	·0598	·0598
Ceylon.....	Rupee	.....	·3022	·2310	·2310
Chile.....	Peso	Off. Export	·0517	·0569	·0569
Colombia.....	Peso	.....	·0323	·0355	·0355
Costa Rica.....	Colon	.....	·5128	.....	·5641
Cuba.....	Peso	.....	·1800	·1980	·1980
Czechoslovakia.....	Koruna	.....	1·0000	1·1000	1·1000
Denmark.....	Krone	.....	·0200	.....	.....
Dominican Republic.....	Peso	.....	·2084	·1592	·1592
Ecuador.....	Sucre	.....	1·0000	1·0000	1·1000
Egypt.....	Pound	.....	·0740	.....	·0815
El Salvador.....	Colon	.....	4·1330	3·1587	3·1587
Fiji.....	Pound	.....	·4000	·4400	·4400
Finland.....	Markka	.....	3·6306	2·7748	2·7748
France, Monaco and French North Africa.....	Franc	Off. Free	·0062	·0048	·0047
French Empire—African.....	Franc	.....	·0037	.....	.....
French Pacific Possessions.....	Franc	.....	·0030	.....	·0031
Germany.....	Deutsche Mark	.....	·0073	.....	.....
Guatemala.....	Quetzal	.....	·0201	.....	.....
Haiti.....	Gourde	.....	1·0000	1·1000	1·1000
Honduras.....	Lempira	.....	·2000	·2200	·2200
Hong Kong.....	Dollar	.....	·5000	·5500	·5500
Iceland.....	Krona	.....	·2519	·1925	·1925
India.....	Rupee	.....	·1541	.....	.....
Iran.....	Rial	.....	·3022	·2310	·2310
Iraq.....	Dinar	.....	·0812	.....	.....
Ireland.....	Pound	.....	4·0300	3·0800	3·0800
Israel.....	Pound	.....	4·0300	3·0800	3·0800
Italy.....	Lira	.....	·0017	.....	.....
Jamaica.....	Pound	.....	4·0300	3·0800	3·0800
Japan.....	Yen	.....	·0028	.....	.....
Lebanon.....	Piastre	.....	·4561	.....	.....
Mexico.....	Peso	.....	·1157	·1273	·1273
Netherlands.....	Florin	.....	·3769	·2895	·2895
Netherlands Antilles.....	Florin	.....	·5308	.....	.....
New Zealand.....	Pound	.....	4·0150	3·0800	3·0800
Nicaragua.....	Cordoba	.....	·2000	·2200	·2240
Norway.....	Krone	.....	·2015	·1540	·1540
Pakistan.....	Rupee	.....	·3022	.....	·3325
Panama.....	Balboa	.....	1·0000	1·1000	1·1000
Paraguay.....	Guarani	.....	·3200	.....	.....
Peru.....	Sol	.....	·1538	.....	·1696
Philippines.....	Peso	.....	·4975	·5500	·5500
Portugal and Colonies.....	Escudo	.....	·0400	.....	·0382
Singapore.....	Straits Dollar	.....	·4702	·3593	·3593
Spain and Colonies.....	Peseta	.....	·0916	.....	·1007
Sweden.....	Krona	.....	·2783	·2126	·2126
Switzerland.....	Franc	.....	·2336	·2570	·2558
Thailand.....	Baht	.....	·1000	.....	.....
Turkey.....	Lira	.....	·3571	.....	.....
Union of South Africa.....	Pound	.....	4·0300	3·0800	3·0800
United Kingdom.....	Pound	.....	4·0300	3·0800	3·0800
United States.....	Dollar	.....	1·0000	1·1000	1·1000
Uruguay.....	Peso	Controlled	·6563	·7241	·7241
Venezuela.....	Bolivar	Uncontrolled	·5618	·6180	·6180
Yugoslavia.....	Dinar	.....	·2985	·3289	·3289
		.....	·0200	.....	.....



# Trade Publications Available

## ABC of Canadian Export Trade

Prepared by Export Division, Foreign Trade Service. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents a copy in Canada and 50 cents for delivery abroad.

## Canada—Butcher, Baker, Grocer

Brochure, illustrating the extent to which foodstuffs are being shipped to the United Kingdom, prepared for distribution to provision trade in United Kingdom. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## Canada Produces

Brochure, illustrating productive capacity of Canada, prepared for distribution at British Industries Fair, in London, and by trade commissioners in their respective territories. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents.

## Canadians as Consumers

Brochure, illustrating market opportunities in Canada, prepared for distribution at British Industries Fair, in London, and by trade commissioners in their respective territories. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents.

## Canadian Export Timbers

Brochure, illustrating and describing Canadian woods available for export, prepared for distribution at Building Trades Exhibition, in Manchester, England. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents.

## Canadian Furs

Brochure, pertaining primarily to ranched furs, prepared for distribution at International Fur and Leather Fair, in Basle, Switzerland. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## Canadian Certified Seed Potatoes

Folder, illustrating varieties most suitable for shipment to other countries, prepared for distribution abroad in an effort to stimulate export sale of seed potatoes. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## Eighty Years of Foreign Trade

Reprint of article in *Canadian Geographical Journal*, which reviews development of Canada's trade between 1867 and 1947. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## Reprints of Economic Reviews

Reports on the following countries, reproduced originally in the *Commercial Intelligence Journal* and *Foreign Trade*: Argentina, British West Indies and British Guiana, French North Africa, India, Iran, Mexico, New Zealand. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## Reprints of Special Articles

Articles on the following subjects, published in *Foreign Trade*, have been reprinted in pamphlet form, and may be obtained from the Publicity Division, Foreign Trade Service, Ottawa:

Assistance Available from Trade Commissioners  
Branch Plant Expansion Encouraged  
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Canadian Toy Industry  
European Recovery Program Related to Canadian Economy  
Foreign Import Controls and Exchange Regulations  
Import Control of Capital Goods Under Emergency Act  
Influence of Geography on Import Trade  
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